COMMERCE AMERICA

U.S. Department of Commerce / February 13, 1978

Examining the Largest U.S. Trade Deficit

To Our Readers: Time To Change Course

(A personal message from Ernest A. Lotito, Director of Communications of the Department of Commerce, to the subscribers of this magazine:)

Commerce America's lineage goes back to the majestic merchantman gracing our Departmental seal. The magazine can trace its origins to a series of reports issued by the U.S. Consular Service to assist the traders of 1880, in a notable record of service to the American business community.

In this decade the magazine added a Department-wide perspective to its long-standing attention to developments directly affecting U.S. international business. Articles ranged over a panorama of Commerce's varied activities. The widened scope brought us significant new contacts in the business, professional, scientific, governmental and educational fields. There are compelling reasons now, however, to alter that course—to return, in effect, to the magazine's earlier point of view.

Our nation's interest today dictates that the highest of priorities be placed on expansion of U.S. exports. *Commerce America* subscribers have in recent months emphatically confirmed their commitment to support that objective in their day-to-day business activities. Meanwhile, within the Department, capabilities are being sharpened for increased assistance to U.S. traders, including improvements in the flow of useful information and data.

The Department's considered response to these conditions is to call upon the Industry and Trade Administration (the former Domestic and International Business Administration) to assume direct editorial responsibility for this magazine. It is a publication decision that draws upon the expertise required to serve practical but pressing needs. We believe the subscribers will welcome this step, which is being taken this month. From their standpoint, it places at their side the experienced assistance of a corps of knowledgeable professionals: the ITA's international trade specialists and industry analysts. It opens the way, also, to expanded use of the U.S. Government's network of Commercial and Economic Officers, reporting from 125 posts around the world.

Commerce America will continue to rely on the resources of various other Commerce Department units such as the Office of the Chief Economist, the Bureau of Economic Analysis, the Census Bureau, the Patent and Trademark Office and the Maritime Administration. Informational links between the Commerce Department and the U.S. business community will be strengthened and maintained. The magazine change is intended to concentrate Commerce business assistance, not to diminish it.

The Commerce Department carefully consulted with *Commerce America* subscribers before taking this step. A survey questionnaire was directed to a cross-section of readers. This was followed by a series of personal interviews. Results conclusively pointed to the change now being made.

The Commerce Department has derived important benefits from this flagship publication whose shifted emphasis, we believe, will gain added respect for the Department. In setting this new course for *Commerce America*, we intend to enlist the Department's resources—especially those of the Industry and Trade Administration—fully in the service of our subscribers.

ERNEST A. LOTITO

COMMERCE AMERICA

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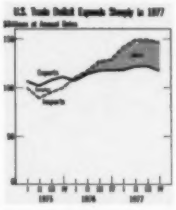

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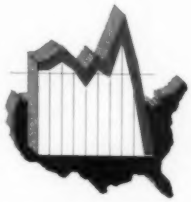

COVER: Graph line tracing the U.S. balance of trade over the past decade shows a sharp falloff in 1977, as deficit hits record. Report on U.S. foreign trade in 1977 prepaed by Commerce's Office of International Economic Research is on page 5.

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U.S.-Japan Consultations

OPEN MARKET DOORS

At least 40 policies or measures aimed at reducing Japan's trade surplus with the United States and opening its markets to U.S. products emerged from the recent U.S.-Japan economic consultations. They range from broad national economic growth efforts to such specific items as simplifying import procedures.

The series of talks ended in Tokyo Jan. 13 with a joint declaration issued by President Carter's Special Representative for Trade Negotiations, Ambassador Robert Strauss, and Japan's Minister for External Economic Affairs, Nobuhiko Ushiba.

Both countries agreed to policies that would stimulate their economies. Both agreed to make substantial contributions toward an early conclusion to the Multilateral Trade Negotiations now nearing a critical stage in Geneva. Japan promised concessions on tariffs, nontariff barriers, quotas and other trade mechanisms. It also agreed to send several purchasing missions to the United States and announced other moves that would lead to major increases in imports.

The consultations sought to develop common policies that would adapt the economic relationship between the U.S. and Japan to changing world conditions. In particular, Ambassador Strauss and Minister Ushiba declared, they wanted to set a new course that would avert increasing unemployment and a worldwide reversion to protectionism.

On achievement of high levels of non-inflationary economic growth, the Japanese reiterated their recently adopted 7 percent real growth rate goal for fiscal year 1978 (ending March 31, 1979), and said they would take all reasonable and appropriate measures, including some involving public expenditures, to meet that goal. The U.S. confirmed its intention to pursue similar policies, to be detailed later by President Carter.

It was agreed that in the present international situation the accumulation of a large current account surplus is not appropriate. Minister Ushiba then indicated that in fiscal year 1978 Japan's current account surplus would be considerably reduced through the expansion of domestic demand, the

The goal is to set a new course that would avert increasing unemployment and a worldwide reversion to protectionism.

Time To Act, Advises Weil

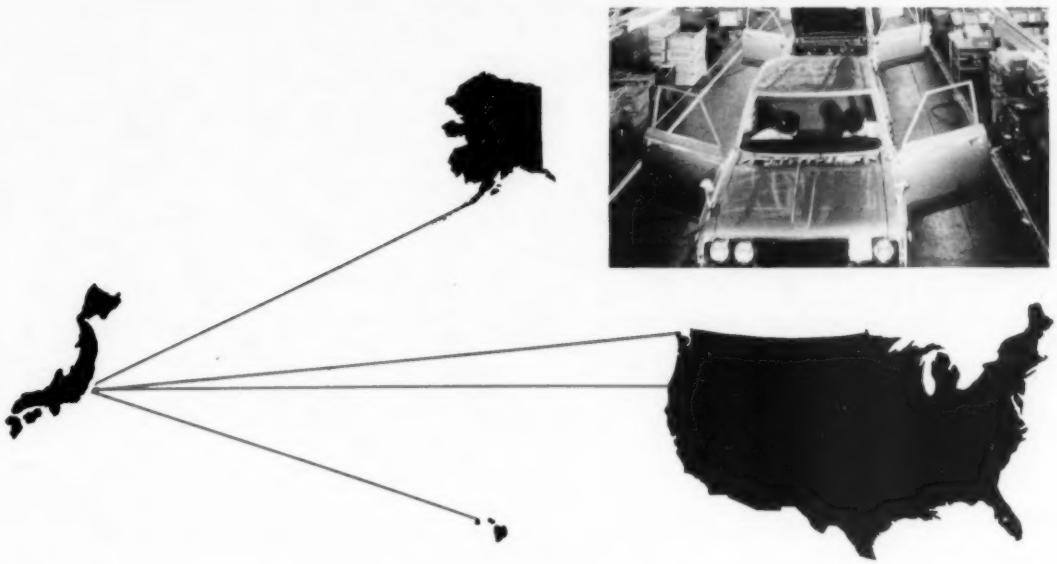
I want to add one point to the accompanying article. It is this: we've been through a period of exploring and discussing; now it's time to act. We in government told the Japanese that we mean business in this matter. The American business community can tell them much more convincingly — by initiating aggressive sales efforts in the Japanese market.

WEIL

The Trade Facilitation Committee is now at work increasing access for U.S. exports into Japan. The effectiveness of the committee depends on the willingness of U.S. businesses to provide detailed information on the specific trade-related difficulties they are encountering in Japan. If your firm has experienced, or believes it will experience, such difficulties, please phone the Industry and Trade Administration on 202-377-5620. If you want to discuss the matter with me, you can reach my office on 202-377-2867.

The Japanese Government has pledged full cooperation in removing obstacles to American exports to Japan. This, in effect, gives U.S. business a clear signal: the next move is yours.

—Frank A. Weil, Assistant Secretary of Commerce for Industry and Trade



MAJOR JAPANESE EXPORTS—Some of these autos at a Toyota assembly line in Japan are destined for sale in the U.S. Toyota describes itself as the world's third largest producer of motor vehicles.

effect of appreciation of the yen in recent months, and a series of new measures opening access to foreign goods in the Japanese market. In the following fiscal year and afterward, if the present economic conditions continue, the Japanese would take all reasonable steps to bring the surplus down to zero, or accept a deficit if it should occur.

The U.S. responded by stating its intention to improve its balance of payments position by such measures as reducing dependence on imported oil and increasing its exports. This, it was stated, would improve the underlying conditions upon which the value of the dollar depends. Ambassador Strauss expressed confidence that by mid-Spring an effective energy program would be passed by Congress.

The importance of an early conclusion to the Multilateral Trade Negotiations was underscored. Each side said it would make substantial contributions in full cooperation with other participants to reduce or eliminate tariff and nontariff barriers to trade. It was agreed that the U.S.-Japan objective in the Geneva talks is to achieve basic equity in their trading relations by affording to the major trading nations substantially equivalent competitive opportunities on a reciprocal basis. In this connection both sides would favorably consider taking deeper tariff cuts on items of interest to each other than would be provided under a general formula.

The Japanese stated their intention to increase imports of manufactured goods, saying that the total volume of such imports, and their share in the total Japanese import perspective, would increase steadily. Progress in this area will be reviewed, and corrective measures taken where needed, by the newly-established U.S.-Japan Trade Facilitation Committee.

Minister Ushiba then referred to 15 specific steps that Japan is planning in order to increase its imports:

► Japan will make advance tariff reductions on $2 billion of imports effective April 1.

► On imports of high quality beef, measures will be taken to increase yearly quotas by 10,000 tons beginning with the next fiscal year.

► On orange imports, a three-fold increase in the quota to 45,000 tons is planned.

► On the citrus juice quota, there will be a four-fold increase to 4,000 tons.

► An inter-industry citrus group will be formed, to study current and future developments and report to their governments by next Nov. 1.

► Japan will conduct a sweeping review of its foreign exchange control system and plan a new system based on the principle that all transactions should be free unless specifically prohibited. As a forerunner of the new system, certain immediate measures of liberalization will be announced soon.

► A forest products study group will be sent to the U.S. Northwest to upgrade and expand this trade.

► A purchasing mission on electric power plant machinery and equipment, including nuclear components, will be sent to the U.S.

► A government-industry buying mission sponsored by the joint Trade Facilitation Committee will be sent to the U.S.

► A Japanese Cabinet decision will give foreign suppliers substantially increased opportunities under government procurement systems.

► Inspection requirements for imports will be simplified.

► Credit for imports into Japan will be expanded.

► Rules for the standard method of settlement will be relaxed.

► Japan will cooperate in international efforts to curb excessive competition in government-aided export credits.

In a reference to efforts to assist the world's

The Japanese stated that total volume of imports of manufactured goods would increase steadily.

ASSISTANCE FOR U.S. EXPORTERS—The U.S. Trade Center in Tokyo helps U.S. firms enter the Japanese market. Secretary of Commerce Juanita M. Kreps visited the center's exhibition of computer equipment in September.

developing nations, Japan reaffirmed its intention to double such aid in the next five years, with substantial increases set for fiscal year 1978. Minister Ushiba said Japan would pursue its basic policy of untying such aid. Ambassador Strauss noted that President Carter plans to seek U.S. legislation to increase American aid to developing nations.

Earlier in the series of U.S.-Japan consultation two joint committees had been established. The Trade Facilitation Committee, referred to above, is working to increase access in the Japanese market for American goods. The Economic Forecasting Committee is assessing growth problems and prospects on broad national levels. The sub-Cabinet group that set up these committees will meet in Washington this Spring to review the work being done by them, and Ambassador Strauss and Minister Ushiba are planning a similar meeting next October.

The U.S. is trying to increase an 18 percent share of the Japanese import market.

As reported by Secretary of Commerce Kreps in the Jan. 30 issue of *Commerce America*, the Trade Facilitation Committee has already dealt successfully with Japanese barriers that have been encountered by American exporters. One case involved excessive duty charges resulting from an incorrect tariff classification. Another involved governmental "administrative guidance" that restricted Japanese purchases of a specialized U.S. manufactured product. Other cases are in process, and more are being communicated to the committee's staff in the Commerce Department every day.

Under the committee's auspices, the Commerce Department and the Japanese Ministry of International Trade and Industry are now conducting seminars in major U.S. cities focused on the techniques of marketing in Japan. (See box at right for further details on this program.)

All of this is occurring against a background in which the U.S. is trying to increase its share of the Japanese import market, which reached about 18 percent in 1977. While the TFC program will help expand gross U.S. sales to Japan, it does not necessarily assure an increase in market share. This is because Japan has a huge oil import bill, which now accounts for almost 30 percent of the country's total imports.

In general, Japan's present lethargic economy bears little resemblance to what the world has come to expect on the basis of the country's past performance. But recent developments, particularly those resulting from the U.S.-Japan trade consultations, point to a more optimistic outlook.

There were moves last year by Prime Minister Takeo Fukuda to inject vigor into the economy through pump priming, reduction of the Bank of Japan's rediscount rate to 4.25 percent (lowest in the post-World War II era), an increase in the general account budget to $123 billion, and expansion of the fiscal loan and investment budget to $55 billion. Fukuda also shuffled his cabinet to bring in new but experienced members known to favor economic expansion and give impetus to these measures. The programs and cabinet changes (and assuming no sudden oil price rise) should, with the positive Japanese efforts to expand imports, increase the prospects of a 1978 upturn.

Seminars on the techniques of marketing in Japan are now being conducted in various U.S. cities under the sponsorship of the Trade Facilitation Committee.

The schedule in upcoming weeks shows the following dates: Milwaukee, March 2; Cincinnati, March 7; Indianapolis, March 8; Raleigh, March 9; Boston, March 13; Dallas, March 15; Los Angeles and Houston, March 17; Cleveland, March 30.

For meeting sites and times consult the Commerce District Office, as listed on the inside back cover of this magazine. Raleigh is served by the Greensboro District Office.

Later in the spring meetings will be held in Butte, Phoenix, Omaha, Seattle and Grand Rapids.

Examining the Largest U.S. Trade Deficit

The U.S. trade balance was in deficit by a record amount in 1977 as import growth exceeded the expansion in exports by a wide margin.

Imports were valued at $146.8 billion f.a.s. ($156.7 billion c.i.f.), 22 percent above the preceding year's total. That rate of increase was only a slight deceleration from the 1976 growth. It marked the fifth year of the past six that imports increased by over 20 percent. Exports rose by only 4.6 percent to 120.1 billion, a slower expansion than in any of the preceding five years. The f.a.s. trade deficit, as reported by the Bureau of the Census, increased to $26.7 billion, more than four times the value in 1976.

Exports were relatively sluggish throughout the year. After recording a marginal one percent advance in the first half over the final six months of 1976, shipments increased further by only a fraction in July-December. Imports continued on a strong uptrend in the first six months, climbing by 13 percent over the preceding half year, then slowed to a 2-percent advance in the final half.

The lackluster performance of U.S. exports last year extended the relatively sluggish trend prevailing during much of the past three years. Exports were held down by the continued unevenness and slow expansion in economic activity outside the United States and the problems of lagging investment, unemployment, and persistent inflation in the industrial countries. In addition, sales to the developing countries were dampened early in 1977 by lingering financial and other economic problems in some nations, though after midyear exports to this group turned upward rather strongly.

The rapid expansion in imports partly stemmed from the sustained growth of the U.S. economy, which stimulated further increases in imports of most major types of foreign products. The size of the expansion was somewhat greater than would have occurred had it not been for unusually large increases in certain major products. For example, petroleum and steel imports climbed at rates much faster than the growth in U.S. demand for these commodities, while coffee imports soared only because of the steep price increase.

Sluggish growth in exports

Exports of manufactured goods and other nonagricultural products as a group increased by 5 percent to $95.9 billion, the slowest rate of advance since 1971. Nonfarm exports were particularly lethargic in the first half when they were nearly level with the final six months of 1976. They rose again in the second half, but only modestly. The relatively slow expansion reflected in part weak capital spending in major U.S. markets which limited sales of machinery and other equipment. Further, sluggish industrial production abroad held down shipments of many key industrial materials.

Machinery exports, which account for about one-third of nonfarm exports, rose by only 4 percent, as large declines in deliveries of several major types were slightly more than offset by substantial increases in other sales. Electronic computer sales rose by one-fourth to $3.2 billion. Heating and cooling equipment exports also advanced briskly, mainly because of a sharp increase in deliveries to the oil-exporting developing countries. There was also a substantial growth in exports of measuring and controlling instrumentation such as meters, testing equipment, and process control devices.

In contrast, lower deliveries were recorded for other types of machinery. Exports of drilling and oilfield equipment dropped by nearly one-fifth. Sales were reduced to most major markets, including those in Western Europe where demand fell as many North Sea oil exploration projects were completed. A sizable decrease was also noted in deliveries of metalworking machinery, particularly to the USSR, Korea, Taiwan, and a number of Latin American countries. After slowing markedly in 1976, exports of construction and excavating machinery also declined last year. Shipments of farm tractors fell too,

Exports were held down by the continued unevenness and slow expansion in economic activity outside the U.S.

while exports of other types of agricultural machinery remained level for the second consecutive year as lower world agricultural prices curtailed the growth of farm income in many countries.

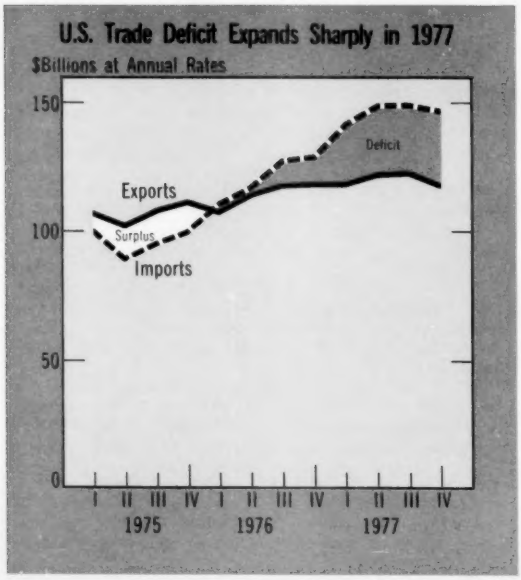
Among the wide variety of industrial supplies and materials exported from the United States, shipments of steel and the products related to steel production—coal and steel scrap—were particularly depressed. The sluggish world demand for steel and serious overcapacity in the major producing countries resulted in export declines in these three commodities. The drop in coal sales to Japan was related both to that country's continued shift to Australia as the main source of supplies and to a reduction in Japanese steel production. Shipments of paper, copper, and lumber also declined last year, while those of textile yarn and fabrics showed little change from the 1976 value.

Purchases of petroleum, valued at $42.1 billion, accounted for nearly 30 percent of the import total.

Chemical exports, however, were relatively buoyant, expanding by 9 percent to $10.8 billion. Shipments of organic compounds, particularly those used in making drugs and agricultural chemicals, paced the advance.

Advancing almost as rapidly as in 1976, exports of motor vehicles and parts increased 7 percent last year. Nearly all of the increase was accounted for by shipments to U.S. affiliates in Canada of parts for assembly, reflecting expanded Canadian vehicle production, and by assembled new cars at higher prices. Because of a substantial decline in deliveries of large passenger airplanes, exports of civilian aircraft, after leveling in 1976, fell by 14 percent. Military aircraft exports rose in value, but the number of planes delivered fell somewhat.

The value of agricultural exports reached the record level of $24.2 billion last year. More than half of the 4 percent rise over 1976 reflected higher average prices. During the year, however, farm export prices trended downward as a result of good world harvests. In fact, the value of farm exports in the second half was substantially below the record first-half level largely because of the drop in prices. Much of the buoyancy in the first half reflected huge increases in the value of soybean and cotton exports. Though these two commodities fell substantially in the final six months in both price and volume, the totals for the year were substantially higher than in 1976. Wheat and corn exports each fell more than $1 billion last year mainly because the increase in world supplies lowered prices for these grains. The quantity shipped was reduced about 10 percent from 1976 levels.



Oil, other imports rise sharply

Purchases of petroleum, valued at $42.1 billion, accounted for nearly 30 percent of the import total. The volume of these imports rose substantially as a result of a 5 percent rise in U.S. oil consumption caused largely by high demand during the extremely cold winter weather early in the year, and the limited availability of alternative fuels. Domestic crude oil production averaged only slightly higher than in the previous year. The increase in quantity also reflected a massive 175 million barrel buildup in stocks. Because of the OPEC increase instituted at the beginning of the year, prices averaged 9 percent above 1976 levels.

An additional $2.6 billion of crude oil, not included in the Census Bureau statistics used in this article, was imported into the Virgin Islands to be refined mainly for U.S. consumption.

Although there was a sharp rise in petroleum imports compared to the preceding year, the value of these purchases was relatively level in each quarter of 1977. Declines in volume through the year were largely, though not completely, offset by rising prices. The downturn in quantity primarily resulted from the receipt of supplies from Alaska beginning in the third quarter, which ended a six-year decline in domestic production. Purchases of natural gas were one-fifth higher in value than in the previous year, mostly because of price increases in Canada, the source of most of these imports.

Among other industrial materials, steel imports recorded the biggest advance, rising by 37 percent to $6 billion. This rebound, which sharply increased import penetration into the still sluggish U.S. market, resulted largely from the push by foreign producers, faced with depressed demand at home, to expand outlets for their excess capacity. As a result of the strong upturn in residential construction, lumber imports continued to expand rapidly in price and quantity. Chemical imports were also buoyant, showing substantial increases in arrivals of plastics, organic and inorganic compounds, and manufactured fertilizers. Purchases of nonferrous metals were mixed. Sharp increases were recorded for alu-

Foreign Trade Growth Slows In Second Half As Farm Exports, Oil Imports Turn Down

[Billions of dollars]

	EXPORTS			IMPORTS		
	Agricultural	Nonagricultural	Total	Petroleum	Nonpetroleum	Total
1976						
1st half	11.2	44.4	55.7	14.4	42.1	56.5
2nd half	12.1	47.0	59.2	17.8	46.2	64.0
1977						
1st half	12.8	47.2	60.0	21.3	51.3	72.5
2nd half	11.5	48.7	60.2	20.9	53.1	74.1
1976	23.3	91.5	114.8	32.2	88.5	120.7
1977	24.2	95.9	120.1	42.1	104.7	146.8
% increase from 1976:	4	5	5	31	18	22

Note: Half-yearly values are seasonally adjusted. Petroleum imports do not include those into the Virgin Islands, valued at $2.4 billion in 1976 and $2.6 billion in 1977.

minum and tin at higher prices, but there were reduced imports of zinc and sluggish receipts of copper and nickel.

Except for fuels, capital goods imports posted the fastest growth last year. Valued at $16 billion, purchases of capital equipment rose by 23 percent, mainly as a result of a further pickup in receipts of machinery. Particularly large advances were recorded for purchases of electronic components, office machinery, and electric power machinery and switchgear. Receipts of trucks and parts from Canada continued to rise steeply, reflecting the record level of U.S. sales. After surging in 1976, however, other truck imports, mainly small pickups from Japan, posted little further growth. Aircraft imports jumped by 45 percent, ending a three-year decline.

Consumer imports increased at only half the rate recorded in 1976. Reflecting record sales in the United States, auto imports from Japan and Western Europe continued to expand briskly in value and quantity, moderated only partially by the drawing down of large inventories built up in the previous year. Prices averaged over 10 percent higher, in part because of the appreciation of the Japanese and German currencies against the dollar. Auto imports from U.S. subsidiaries in Canada also advanced, though at a considerably slower rate as a result of the more moderate rise in demand for domestic models.

Imports of consumer electronics posted another large advance last year, despite a considerable downturn in the second half. Imports of television sets dropped off sharply after limitations were placed on receipts of color TVs from Japan effective July 1. For the year as a whole, these purchases were somewhat higher than in 1976. Imports of CB radios declined because of a sharp downturn in demand, but receipts of other radios advanced. Imports of both types dropped over the course of the year. In contrast, purchases of some newly-marketed products such as video tape recorders posted sizable advances during the year. Receipts of toys, games, sporting goods, and furniture continued to advance rapidly in value, while arrivals of clothing and footwear posted substantially reduced, but still sizable, rates of growth.

Boosted by a further steep rise in purchases of coffee, food and beverage imports were one-fifth higher in value than in 1976. The $1.2 billion rise in coffee imports resulted entirely from soaring prices, which rose to an average of nearly $2 per pound—up from $1 per pound in 1976 and only 58 cents per pound in 1975. Coffee receipts fell substantially in quantity, particularly in the second half. As prices weakened due to an improved supply outlook and reduced consumption, the value fell by 50 percent in the final six months of the year. Cocoa imports were also considerably higher in value in 1977 as greatly increased prices offset a decline in volume. Purchases of tea rose to more than double the previous year's value as a result of increases in both price and quantity.

Imports of fruits and vegetables were one-third higher, in part, because of rising prices. All of the advance in imports of fish was accounted for by increased prices. In contrast, sugar imports posted another considerable increase in quantity. Stocks were built up in anticipation of higher duties in 1978, but the value continued to decline because of a further drop in prices. Meat imports were also lower in value, mainly reflecting reduced quantities.

Auto imports from Japan and Western Europe continued to expand briskly in value and quantity.

This report on U.S. foreign trade in 1977 was prepared in the Commerce Department's Office of International Economic Research by Kent Barker and Thomas Sobotta.

Multilateral Trade Negotiations

This article is another in a series of progress reports on the multilateral trade negotiations, prepared by the Commerce Department Office of International Trade Policy.

GENEVA

The United States, as well as other countries, submitted detailed offers Jan. 20 of possible concessions which might be made in the MTN. These offers, which covered both tariffs and nontariff measures, preceded a Jan. 23 meeting of trade ministers in Geneva which kicked off the hard bargaining stage of the negotiations. The United States was represented by Special Trade Representative Robert Strauss, and Commerce Assistant Secretary Frank Weil participated in the delegation. A more detailed report on the offers will be published shortly.

INTERNATIONAL

The continuing difficulties in the world iron and steel industry have given rise to a number of attempts to deal with the situation. In December Treasury Under Secretary Anthony Solomon, who chaired a high level U.S. government inter-agency task force on the problems of the domestic steel industry, issued his report to the President. The task force recommended, among other things, that in the administration of the Antidumping Act a trigger price system be set up to be used as a basis for monitoring steel imports into the United States and for initiating accelerated antidumping investigations with respect to imports priced below the trigger prices. The OECD Ad Hoc Group on Steel was formed last year at U.S. initiative. In November the Group agreed to establish a steel information system to serve as an early warning mechanism to identify incipient problems and provide increased communication in the industry worldwide.

In late December the EC Council agreed upon a new steel import policy, to complement the EC's plans for restructuring its domestic industry. The first phase of the EC plan, implemented Jan. 5, is an import base price system based on the revised EC antidumping laws. The EC has calculated base prices for imports reportedly based upon estimated costs of the most efficient foreign producers which export to the EC. The plan provides for the imposition of compensatory duties when monitoring by EC customs of various steel products reveals sales below the EC's calculated base import prices. The compensatory duties would equalize any lower import prices with these base prices.

The second phase of the plan is scheduled to be in effect by April 1. The EC hopes by then to complete bilateral negotiations on prices and quantities of steel exported to the EC by major suppliers (Japan, Eastern Europe, Spain, South Africa, Brazil, and EFTA). The EC would assure foreign suppliers maintenance of traditional trade patterns on the basis of 1976 market shares, taking into account the trend towards lower consumption forecast for 1978. In exchange for this assurance, the EC will seek supplier countries' agreement to respect a negotiated minimum price for its exports to the EC. The EC has already begun negotiations with EFTA countries. The United States, a minor supplier to the EC, will not be involved.

Many details of this new EC plan remain to be defined. A U.S. delegation had two days of discussions with EC representatives in Brussels last month regarding both U.S. and EC steel measures.

At the November meeting of the OECD Ad Hoc Group on Steel, it was agreed to focus discussion on various members' policies for dealing with the steel situation at their next meeting. This policy discussion is now expected to take place in mid-February. By the time of the February meeting, the EC's bilateral negotiations with major supplying countries are likely to have reached a point where what will happen in the second phase of the plan can be assessed. In addition, the details of the U.S. trigger price system will have been made available by that time.

U.S. SOFTWARE MISSION SEES SALES IN JAPAN'S COMPUTER MARKET

The burgeoning computer market in Japan was a lively spot for six U.S. suppliers of software who recently spent a week in Tokyo and Osaka.

The businessmen went as a Commerce Department trade mission and its Director, Charles B. Stebbins of the Cleveland Commerce District Office, said that they were eagerly sought after—with conferences right up to plane departure time.

Japan is the second largest computer market in the world, but its software is relatively underdeveloped as compared with that of the United States. As a result of the recent economic slowdown in Japan, firms are increasingly conscious of cost-effectiveness in their operations. Most of them are becoming aware that purchasing software packages from software consulting firms is preferable to maintaining large, expensive in-house computer software staffs. This concept of "unbundling" —purchasing software separately from hardware—is becoming more acceptable to Japanese computer end-users. Thus, the mission was most timely in acquainting the Japanese business community with software concepts and the consulting services available.

The Japanese software market is expected to expand tremendously in the next few years. Among U.S. packages that can be expected to be most in demand are data base management systems, on-line systems, and programming aids—for such sectors as general accounting and payroll, manufacturing, retail trade, banking and in-

DOING BUSINESS IN JAPAN—*U.S. software mission member William R. Gjertsen (right) of SAS Institute, Raleigh, N.C., talks with prospective buyers in Tokyo.*

surance, transport, and hospitals, educational and research institutions.

The six-member group met with the Japan Software Industry Association and the International Computer and Information Processing Association, and talked with 81 individuals in the industry. The U.S. suppliers, all new to the Japanese market, expect some $234,000 worth of business in the next 12 months, in addition to concluding representation and licensing agreements.

"The United States now leads the world in software technology and application," Stebbins emphasizes, "and it is of great importance that it maintain this position —especially because of the relationship of software to the entire data procesing industry."

Companies participating on the mission, and their representatives, were: Argonaut Information Systems, Berkeley, Calif., Luanne James; Cincom Systems, Cincinnati, Andrew J. Tate; Foresight Systems, Los Angeles, Theodor H. Braun; Nichols & Co., Los Angeles, Yukiko S. Nichols; Profimatics, Woodland Hills, Calif., Roger O. Pelham; and SAS Institute, Raleigh, N.C., William R. Gjertsen.

CRAFTSMAN FROM U.S.—*Colonial Williamsburg master cabinetmaker John Heuvel (left) demonstrates his work, during Dutch firm's exhibition of American furniture in The Hague, to Joseph A. Harary of the U.S. Embassy, Robert Chaudron, Pander president, U.S. Ambassador Robert J. McCloskey, and Mrs. McCloskey.*

DUTCH FURNITURE FIRM SHIFTS TO U.S. SUPPLY SOURCE, SALES MOUNT

An aggressive "American Life Style" promotion keyed to winning Dutch customers for U.S.-made furniture has achieved remarkable results in The Hague, Amsterdam, Rotterdam and other cities in the Netherlands. If the forecast of the leading Dutch retailer of top quality home furnishings is fulfilled, such sales could be doubled.

The retailer, the Pander Furniture Co., undertook the month-long promotion in conjunction with the American Consulate General in Amsterdam. It was a step in the firm's plan to shift much of its stock from European to American sources.

For the event, the San Francisco Museum of Modern Art mounted an exhibition of Bay Area paintings. The Smithsonian Institution provided a display, 'The Seat of American Invention." Colonial Williamsburg made available a Dutch-speaking master cabinetmaker to demonstrate his craft. Pan American Airways supplied "Visit USA" displays for each of Pander's nine outlets.

The company dedicated more than 70 percent of its home furnishings showrooms in The Hague to first-quality American furniture and home articles. Living, dining, bedroom, and occasional furniture was featured, with displays of more than 22 room arrangements. Light was shed by several hundred American lamps and lighting fixtures; beds were made using American linen and quilts, and American decorator items and giftware were featured extensively. Even American designer draperies and wall coverings were prominently displayed.

The exhibition evolved, in a sense, from a market study by the U.S. Foreign Service post in Amsterdam identifying furniture as a prime potential American export to the Netherlands. Following the study, several visits by Dutch businessmen to the High Point, N.C., Furniture Market Show were organized under the Commerce Department's Foreign Buyer Program. The Pander president, Robert Chaudron, was one such visitor.

Promotional event proposed

Returning from the United States, the company president was contacted by a U.S. Commercial Officer in Amsterdam who introduced the idea of an American-theme in-store promotion. Pander's initial reaction was guarded, but it changed when he was presented with a proposed promotional package including use of Commerce's Trade Opportunities Program (TOP) providing computer-selected U.S. supply sources, a series of cultural centerpieces for an American theme, and inauguration by the American Ambassador.

Pander immediately began working through the Consulate General to organize the event. Having negotiated exclusive rights to a major American furniture line for the Netherlands, Pander began its search for supplementary lines. TOP messages quickly found supplies of lamps and lighting fixtures, home textiles (sheets, bedspreads, quilts, towels), draperies, and bath accessories.

This all came together when U.S. Ambassador Robert J. McCloskey, backed by a Dixieland jazz band and flanked by models in American 1890s costumes, launched Pander's venture into American furniture.

Sales have been brisk and Pander has already increased orders sharply over its original projections. Of equal importance, other Dutch firms are clamoring to climb on the bandwagon.

Why did Pander decide to shift its supply source to the United States? Because the company is landing American furniture c.i.f. Rotterdam, including tariffs and fees, at costs 30 to 40 percent below comparable European furniture. Because Pander craftsmen have dismantled several pieces of their American furniture and are convinced that its quality—seen and unseen—is superior to Continental products. Because the design is outstanding and suits many tastes. Additional upholstering material has been ordered for use by European suppliers. And, most surprisingly, Pander can guarantee delivery of furniture from the United States in three months, in contrast to six months from Germany or Italy: the American suppliers have stock on hand; Europeans manufacture to order.

With current American sales only $3 million in a Dutch furniture import market of $340 million, "there's room for many more."

U.S. COMPUTER PRODUCTS SELL BRISKLY IN NORDIC, GERMAN MARKET AREAS

Tandem exhibitions of U.S. computers and related equipment in Stockholm and Munich last fall underscored the expanding demand for such products in both market areas: not only were the combined floor sales in the millions of dollars, but projections by the exhibitors for the next year topped the $100 million mark.

Though precisely the same kinds of equipment were not necessarily displayed at both events, most products shown were considered competitive with others available in these markets—in efficiency, technology, versatility, and price. Some products had no competition as the United States is the sole manufacturer.

At the U.S. Trade Center Show in Stockholm, Data Systems USA, exhibitors reported that only for disk systems and some terminals—where European and Japanese competition is increasingly strong—was price found to be a problem. On the other hand, they observed, in the environment-conscious Scandinavian society, product characteristics that affect "worker environment" might inhibit sales. For example, the operating noise of printer/plotters, the physical position required of the operator, and above all, heat output were mentioned as points to be considered.

The data systems show was one of the Center's largest. The 40 participants representing 80 exhibitors reported actual sales totaling $2,537,110, and additional sales expected during the next 12 months, $35.2 million. More than 100 of the 2,400 registered visitors were from other Nordic countries. Nine representatives were appointed—four Swedish, four Finnish, one Norwegian. Microcomputers, microprocessors, minicomputers, printer terminals, printer/plotters, disk systems, core memories, and display graphics were noted among the products offering the best sales potential.

New regulations by the Swedish Telecommunications Authority (Televerket), easing restrictions on data communications devices, are expected this year, and the other Nordic countries—Norway, Denmark, and Finland—probably will make their rules compatible.

In Germany, business, industry, and consumers are "waking up" to the enormous potential of applying electronic data processing to everyday transactions, and EDP is gradually becoming a household word. A total of 117 sales representation agreements, of which 100 were dealerships, were concluded during Munich's Systems 77, a trade fair in which the Cologne U.S. International Marketing Center maintained a U.S. pavilion. The 56 participants representing 70 firms reported sales of $6,255,700 and projections for the next 12 months at a whopping $79.1 million. Trends toward more rationalization and decentralization, the increased application of computers to medicine and architecture—two fields emphasized during Systems 77—and increased labor costs in Europe all tended to help strengthen U.S. sales.

Minicomputers, microprocessors, low-priced printers, mid-size storage equipment, high-technology memory devices, and microfilm-microform equipment were some of the products of greatest interest. U.S. companies have a decided edge in small-frame manufacturing and in minicomputers and minicomputer peripherals.

The next "Systems" fair is scheduled for September 1979.

Electronics Show, Korea

The ninth Korea Electronic Show is scheduled for Oct. 11-19 in the Kosami Exhibition Hall, Seoul. Write: Fine Instruments Center of Korea, Gurodaniji P.O. 9/27, Yungdeungpo-Ku, Seoul 150; or New York office at Korea Center, Room 636, 460 Park Ave., New York 10022; or San Francisco office at 355 West Olive Ave., Suite 215, Sunnyvale, Calif. 94086.

COMPUTER SHOWS IN ADJACENT REGIONS—*One following the other by only a few days, U.S. tandem exhibitions in Sweden and Germany focused on computers and related equipment. Above, at U.S. Trade Center for Scandinavia in Stockholm, executives of Swedish firms watch a demonstration of NCR's new business systems for small and medium sized enterprises. At right, prospective German customers at Munich's* Systems '77 *trade fair listen as a Vermont Research Corp. representative talks about his company's equipment on display. Demand for the kinds of products shown is expanding in the Nordic and German markets.*

U.S. TRADE CENTER, LONDON—*At an exhibition of electronic components,* Compelex, *'77, the Timex representative (right) demonstrates to a business visitor various uses for liquid crystal displays.*

Demand For Electronic Components In U.K. Continues To Increase

The United Kingdom's electronics industry has been resilient throughout Britain's recent economic difficulties, and demand for sophisticated components continues to increase. End users still consider the United States as having a technical predominance for complex circuitry, especially in the semiconductor field.

A recent exhibition of electronic components, COMPELEX '77, at the U.S. Trade Center in London, turned out to be the Center's largest electronics show ever. With 74 U.S. firms participating, almost 1,500 visitors registered to see the latest technological developments in semiconductors, integrated circuits, wire-wound resistors, transducers, potentiometers, transformers, connectors, capacitors and relays. Exhibitors sold almost $2 million off the floor and expect orders in the next 12 months to reach more than $41 million. Twenty agents were appointed during the event, and 20 more are expected to be signed in the next year. Three licensing and three joint ventures agreements also are expected to be concluded soon.

The U.K. market for electronic components increased at an average annual rate of 7 percent during 1973-76, and is projected to rise to 9.5 percent by 1980, reaching about $475 million. U.S. imports into the United Kingdom of electronic components grew at an average annual rate of 20 percent during the same period and they are predicted to rise to 23 percent by 1980, which would result in a potential U.S. share of the U.K. market of 35 percent by that time.

Sprinkler Systems, Smoke Detectors Draw Top Interest At U.S. Exhibit In Moscow

Automatic sprinkler systems drew top interest during the recent Fire Safety Seminar/Exhibit at the U.S. Commercial Office in Moscow.

Next in interest were the two different types of smoke detectors—photoelectric and ionization—which were displayed and discussed during the seminar portion.

Soviet specialists from the Ministry of Construction Materials Industry, the State Committee for Civil Construction and Architecture, Mossoviet (the Moscow City Government), the Fire Fighting Scientific Research Institute, and the Moscow Fire Department attended.

Howard Tipton, Administrator of the National Fire Prevention and Control Administration, serving as seminar chairman, described fire prevention methods in the United States. The eight participating U.S. firms were ADT, American LaFrance, Armstrong Cork, Fyrnetic, ICC Industries, National Foam, Reliable Automatic Sprinkler, and Viking.

U.S. Sporting Goods To Be Shown At Bahrain Symposium

The second annual Middle East Sport Science Symposium, sponsored by the United States Sports Academy in cooperation with the Bahrain Supreme Council for Youth and Sport, will be held in Manama, Bahrain, April 15-21. Exhibits of American sporting goods and athletic equipment manufacturers will be featured.

Also participating will be sports ministers from various Arab countries and delegations from the Asian Games Federation. The symposium is open to sport scientists and administrators, and coaches and trainers throughout the world. Firms and individuals wishing to participate should write to P.O. Box 5747, Manama, Bahrain; or to Eric Williams, Director of Information, United States Sports Academy, University of South Alabama, Mobile, Ala. 36688, telephone 205-460-7000.

Textile, Leather Show Set For Casablanca In May

U.S. firms are invited to participate in a textile and leather show to be staged May 4-11 in Casablanca. Products exhibited will include complete lines of textile machinery, leather working machinery, and equipment for the garment industry, as well as raw and semi-finished materials used in textile production. The market is especially promising for U.S. firms, as all machinery and much of the raw material used in Morocco's textile industry is imported. Applications should be addresed to: Commissariat Général, 11, rue Jules Mauran, Casablanca.

DEMONSTRATING IN PERU—*During the recent Pacific International Fair in Lima, where 80 American firms exhibited a variety of general industrial equipment at the U.S. pavilion inside and out, sales reached $14,238,500. More than half of the participants demonstrated their equipment in actual operation. Photo shows exhibitor Fred P. Deyoe of RO International, Wichita, Kans., ready to put his firm's tractor to work. Twenty countries participated in this tenth annual fair.*

DUTCH GROWTH IS MODEST, BUT MARKET IS BUOYANT

The outlook for U.S. exports to the Netherlands continues to be very favorable, although the expected improvement in the general economic situation did not materialize in 1977. Real GNP, which was to grow by 4.5 percent in 1977, has been revised to a more modest 3 percent and the same rate is forecast for 1978, according to Joseph A. Harary, Commercial Counselor at the U.S. Embassy in The Hague.

U.S. exports to the Netherlands have been reaching new records for the last several years, and Harary expects this rising trend to continue. Among American products shipped to the Netherlands during the first three quarters of 1977, many have registered very substantial increases over the same period in 1976. In that product list, three should be singled out: electronic tubes and parts (up 184 percent); statistical machinery (up 115 percent); and electro-medical apparatus and parts, excluding x-rays (up 96 percent). The following rose by 20 to 50 percent: nonferrous metals; sodium and potassium compounds; internal combustion engines, excluding aircraft; office machines; parts and accessories for machinery; electric apparatus for making electric circuits; electrical machinery; passenger cars and trucks; medical instruments, excluding electro-medical; measuring and control instruments; and photo film and plates.

U.S. becomes more competitive

Besides the excellent reputation generally enjoyed by American products, they also benefit from the fact that the United States is becoming more competitive as to price, delivery time, and technological advance. This is all the more significant in view of the high cost of Dutch labor, combined with insufficient progress in labor productivity, and the need of industry to use more efficient capital goods and other labor-saving systems to remain profitable.

U.S. suppliers hold a dominant position in the Netherlands for computers and computer-related equipment. Domestic production is mainly in the hands of U.S. subsidiaries. Philips, the Dutch multinational, has moved away from mainframe computers to concentrate on the small business and mini-computers. In peripherals, competition comes from European manufacturers. This sector is expanding, particularly for small business and minicomputers. In fact, the latter have found practically a new market which can be profitably penetrated by U.S. companies.

Although competition is very strong in the electronic components market in the Netherlands, advanced American technology and low prices, made possible by mass production, work to the advantage of U.S. exports in this very substantial sector.

More than 80 percent of Dutch consumption of health care equipment, estimated at some $290 million in 1976, is supplied by imports. U.S. sales have been increasing substantially in the last few years and we are second only to West Germany in this market, in which imports continue to be a primary source of supply.

The centuries-old importance of foreign trade to the Netherlands has not changed. Exports and imports represent over three-fourths of this country's GNP. Partly because of its substantial exports of natural gas, as well as its earnings from international service and other exports, the Netherlands has continued to have a substantial balance of payments surplus. The Dutch businessman, a sophisticated, active and efficient trader, is always responsive to additional products for marketing not only in the Netherlands, but in many other parts of the world, and particularly in neighboring countries. Because of its geographic position and the facilities of the Port of Rotterdam, the world's largest, the Netherlands handles a tremendous amount of foreign goods which are placed in bond for forwarding to other countries, often after reprocessing and repackaging. Harary estimates that more than 20 percent of U.S. exports to the Netherlands are re-exported to other countries.

Direct investment both ways plays an important role in the economic relations between the United States and the Netherlands. At the end of 1976, U.S. direct investments by over 1,000 American companies were valued at $3,771 million. Of this amount, investments in petroleum amounted to $1,298 million and manufacturing $1,700 million, of which chemicals had a share of $613 million, machinery $472 million, primary and fabricated metals $172 million, and food products $156 million.

For many years now, the United States has been the first among foreign investors in the Netherlands. Similarly, Dutch direct investments in the United States reached $6.2 billion at the end of 1976 (against $4.7 billion at the end of 1974), a gain of $1.5 billion in two years. This has made the Netherlands the largest foreign direct investor in the United States. Also it gives Holland the distinction of being the only country in the world which has more investments in the United States than we have in it. These investments certainly benefit U.S. exports by increasing the familiarity of Dutch businessmen with the United States as a source of supply.

The Dutch market for imports is very broad and ranges from raw materials and agricultural commodities to the most technologically sophisticated equipment. Besides imports for domestic consumption, $35 billion in 1976, it has proved to be an excellent distribution point for the EEC market with its over 250 million people within 200 miles of Rotterdam.

The size and potential for growth of the Netherlands as an import market have not gone unnoticed. Competition from other industrial countries, particularly West Germany, France and the United Kingdom, is very strong. That is why American companies must remember that prompt delivery and after-sales service, as needed, are important elements if a transaction is to succeed and business to expand.

It is clear that the Netherlands offers excellent opportunities to a vast range of U.S. exports. Harary is confident that U.S. sales to the Netherlands will expand significantly in future years, especially if American companies make the necessary effort to penetrate this lucrative market. (See also story on page 9.)

AUSTRIAN AUSTERITY PLAN SPARES MOST U.S. EXPORTS

Austria is about to launch an austerity program aimed at curbing certain imports, writes Commercial Attache Norman LaBrie of the U.S. Embassy in Vienna, but market prospects for many U.S. products, particularly high technology items, remain bright. LaBrie feels that American suppliers have been neglecting certain opportunities in this market.

Perhaps Austria was too successful in overcoming its 1974-75 recession, with the result that consumer spending over the last two years has risen substantially. Much of this spending has gone for imported goods. For instance, there was a 22 percent increase in the schilling value of cars purchased in the first 10 months of 1977, over sales during the same period in 1976. One Austrian in every four now owns a passenger car.

With imports far outpacing exports, the nation's trade deficit in 1976 reached $3 billion, the second highest per capita deficit in Western Europe. In 1977, with imports advancing 14 percent and exports lagging behind at 8 percent, there was another hefty deficit.

For 1977, Austrian economists revised their projected real GNP growth figures downward from 4.5 to at most 4 percent. Forecasts for real growth in 1978 are 1.5-2.5 percent.

On Oct. 5, Chancellor Kreisky announced a seven-point belt-tightening program designed to reverse the trade and budget deficits. The first of these measures will increase the present Value Added Tax of 18 percent to 30 percent on certain items categorized as "luxury goods". On the list are new cars and motorcycles; airplanes; sport and luxury boats and outboard mo-

tors; films, cameras and projectors; perfumes, precious gems, pearls and jewelry; watches and clocks of precious metals; furs; car radios, stereo and other sound equipment and electronic musical instruments; carpets and tapestries; and items of fine porcelain. U.S. exports to Austria account for only a small portion of these goods. The announcement of the impending higher tax has, naturally, prompted a buying spree.

Other points in the program include: new investment for public projects (e.g., railway modernization and road construction) and financing incentives for tourism and small and medium-sized business; a new tax on road utilization, and the reduction or elimination of earlier tax privileges (e.g., on automobiles and savings institutions); increases in pension fund contributions and limitations on the use of accrued pension funds.

Within a more restrictive overall credit policy, preference is to be given to export and investment credits. In addition, the government plans to move closer to a national energy program (especially encouraging conservation), and to continue efforts to sustain high employment levels.

Full employment (the current unemployment rate is 1.8 percent) remains the cornerstone of government economic policy. The government has also pledged to hold wage and price increases down to reduce inflation (currently running at 5.6 percent on an annual basis—the third lowest in Western Europe).

Recently, the Kreisky Government rescinded a number of tariff cuts that had been made unilaterally a number of years ago to help meet domestic economic objectives. The products affected are primarily consumer goods and constitute about 5 percent of U.S. exports to Austria.

U.S. exporters should note that the Austrian Government has stressed its intention *not* to do two things: (a) impose quantitative restrictions to overcome its balance of payments problems; and (b) devalue the schilling. Since much of Austria's imports come from West Germany, the government is strongly committed to retain a "hard schilling" closely tied to the deutschemark as a means of keeping inflation down. As a consequence, the dollar has fallen in value by over 8 percent against the schilling from its level of one year ago. This means, of course, that U.S. goods should be that much cheaper for the Austrian buyer and therefore more attractive.

The United States has maintained a 3 percent share of the Austrian import market over recent years. In terms of value, this amounted to about $435 million in 1977. The U.S. Embassy in Vienna believes that U.S. businessmen, especially suppliers of high technology goods, are not taking full advantage of certain opportunities in this market. Among the product categories which the Embassy has identified as having a significant market potential in Austria are:

- Business machines and peripheral equipment, particularly mini-computers and business automation machines. Many small and medium-sized Austrian businesses will be required to automate over the next several years.
- Production and testing equipment for the electronics industry.
- Bio-medical and healthcare equipment. The Austrian Government intends to increase the number of hospital beds and make major expenditures for new equipment in the near future.
- Laboratory instrumentation for science and industry. Here again, many Austrian manufacturers must modernize in order to remain export competitive.

Other categories whose sales potential is high although somewhat more limited are building materials and equipment for the construction industry, printing and graphic arts machinery and supplies, and all types of leisure-time and sporting goods. The new "luxury tax" increase on this last category may have some effect in reducing demand; however, the increasing prosperity of the Austrian consumer and record sales of this equipment over the last few years indicate that the trend will continue. U.S. exporters of leisure-time items, from video games to sports clothing and many types of outdoor recreation equipment, should do well in this market if they can offer new products or be price-competitive with other suppliers.

Vienna: the eastern connection

One important aspect of doing business in or with Austria is the opportunity for also selling to Eastern Europe, especially if the U.S. firm has a reliable Austrian agent or distributor who serves this area as well as his own country. There are presently several hundred Austrian manufacturing and trading firms doing business with the communist countries, as well as over 100 American firms established in Austria for the principal purpose of effecting sales to Eastern Europe. Austria, because of its central European location and its traditional cultural, commercial and other ties with Hungary, Czechoslovakia, Romania and Bulgaria, is a key stepping-stone for trade with these countries. Many Austrian trading firms specialize in East-West trade and are familiar with switch or barter trading and other aspects.

The Department of Commerce's Agent-Distributor Service (ADS) also offers an inexpensive way in which American firms can test the Austrian market for their products in addition to actually locating interested potential distributors or agents. The Embassy has found that, in many cases, numerous Austrian firms will come forward wanting to represent a new American product—obviously an indication that the product has good sales potential.

The Embassy, in addition, recommends appointing a competent Austrian distributor as the one best means of assuring continuing sales. The Austrian businessman, like his West European neighbors, is practical and sophisticated. He is price-conscious, and does not care to purchase through a European general agent or act as a sub-agent. He prefers to deal directly with the foreign manufacturer not only from the point of view of price but also for the direct personal contact which this offers. He also expects reasonable delivery times and realistic price quotations including transportation, usually based on c.i.f. European port charges. He has also come to expect reliable after-sales service and spare parts availability. The American exporter who anticipates appointing someone as his agent or distributor in Austria should not hesitate to make a personal visit to the person or company at the proper moment.

Finally, American firms interested in introducing their products in Austria should make the U.S. Department of Commerce, or one of its district offices in the principal U.S. cities, their first point of contact. The U.S. Embassy in Vienna provides the Department with a flow of information on economic conditions, best marketing prospects, and a number of industry reports, most of which are available to the U.S. business community. One such publication is "Marketing in Austria," from the Overseas Business Reports series.

European Community Plans Law On Commercial Agents

The Commission of the European Communities (EC) has sent to the EC Council of Ministers for its approval a Directive designed to harmonize the now differing laws of the member states relating to self-employed commercial agents. The proposed Directive governs the relationships between commercial agents and principals, including the rights and obligations of the parties with respect to such matters as remuneration and termination of contracts.

If approved by the Council, the Directive could affect U.S. as well as European firms represented by self-employed commercial agents in the EC member states, i.e., Belgium, Denmark, France, Germany, Ireland, Italy, Luxembourg, the Netherlands and United Kingdom.

The proposal is available as *Supplement 1/77, Bulletin of the European Communities, Equality of Rights for Commercial Agents* (26 pages). It may be purchased for $1.40 from the European Community Information Service, 2100 M St., NW., Suite 707, Washington, D.C. 20037, telephone 202-872-8350.

UNITED KINGDOM OPTS FOR CONSUMER-LED EXPANSION IN 1978 ECONOMIC ACTIVITY

Rapidly approaching national self-sufficiency in oil, the United Kingdom is less constrained by the balance of payments as it formulates economic policy, according to the U.S. Embassy in London.

This new-found freedom of maneuver has permitted the government to opt for a consumer-led expansion in economic activity, which most observers expect to add between 2.5 and 3.5 percent to real gross domestic product in 1978. By resorting to a mild relaxation in fiscal policy to bolster real disposable incomes, the government has not reduced its devotion to increased investment and exports. Rather, this shift reflects a judgment that sufficient additional resources will be available in the coming year to permit both increased investment and higher private consumption.

The official government forecast of a rise of 2.9 percent in Gross Domestic Product assumes that pay settlements will converge near the 10 percent government guideline.

Examining the likely pattern of change in the major economic aggregates suggests that 1978 will be a year of substantial real growth. Real consumer expenditure should rebound after four years of decline. For 1978 as a whole, consumer expenditure may rise by between 3 and 4 percent. After declining by more than 4 percent in 1977 the volume of public expenditure is scheduled to remain unchanged in 1978. Within that, total public expenditure on current goods and services is slated to rise by 0.9 percent, while the government forecasts a further drop in capital expenditure of 2.9 percent, although reversal of this trend is seen during the second half of 1978.

With a less than buoyant public sector, one of the keys to the strength of the economy will be the behavior of private investment, particularly in manufacturing industry. Investment intentions surveys indicate that the volume of manufacturing investment in 1978 may rise by about 15 percent. These survey results should be treated cautiously in light of their previous record of exaggeration.

Positive results are expected

Nevertheless, current lower interest rates should spur a recovery in housing, while higher consumer demand should encourage a rise in the volume of manufacturing investment somewhat above the 7 percent figure likely for 1977. Inventory accumulation should be positive in 1978, although the rate of stock-building may be below that of 1977, when substantial involuntary accumulation occurred during the first half of the year.

The current account should register a substantial surplus in 1978, perhaps 1.2-1.8 billion pounds. This increase, however, will be due mainly to an improvement in the trade in petroleum products, and will thus represent in the first instance only a small addition to the demand for U.K. resources.

With a somewhat easier fiscal policy already in place and the probability of some added stimulus in the spring budget, the government has moved to take advantage of the leeway within Britain's IMF commitments. Monetary policy is likely to become somewhat less restrictive. The target for money supply growth through April remains 9-13 percent. Yet, this range is higher than the actual growth (7.2 percent) during the previous fiscal year.

Beyond April, the Chancellor has spoken of holding the rate of growth of the money supply under "similarly firm control". Although a similar target is not likely to apply severe deflationary pressure in a period when prices are growing a bit over 10 percent, it does not appear capable of financing sustained inflation on the order of 20 percent. Thus, there is an implicit unwillingness in the Chancellor's statement to validate, by means of monetary expansion, wage settlements much beyond the government's guideline.

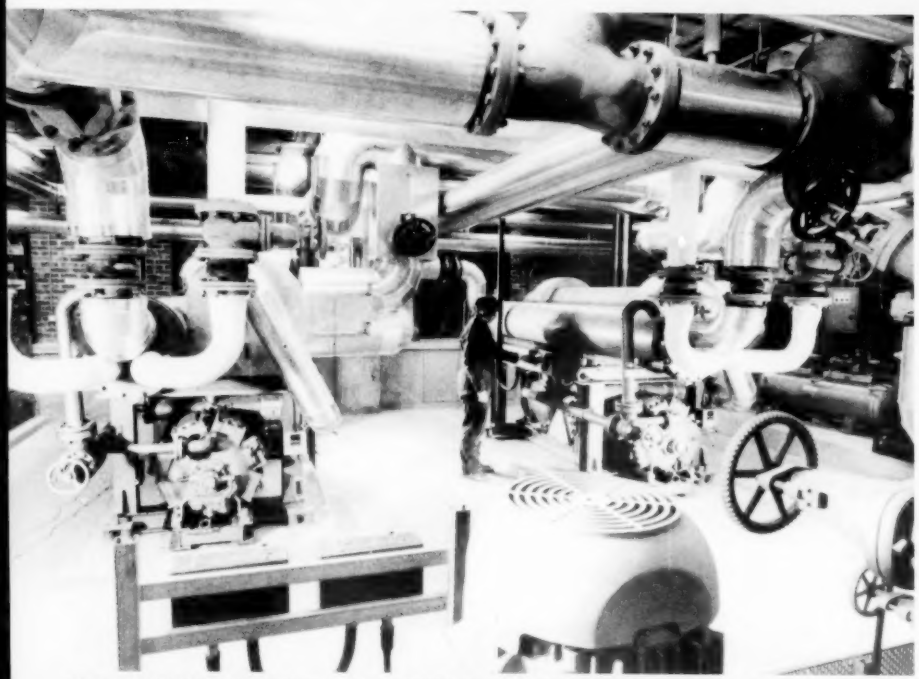
Disposable personal income will rise strongly in real terms (perhaps 4 percent) in the coming year. Personal income tax reductions will add nearly £2 billion to take-home pay. Beyond this, pre-tax average earnings are likely to grow at a rate in excess of the government's 10 percent guideline, as the pressures built up during the 1975-77 period of wage restraint begin to unwind. An additional element affecting the level of consumer demand will be the behavior of the savings ratio. The likely improvement in the rate of inflation may produce a noticeable reduction in the proportion of savings out of disposable income from its current high (14 percent) level.

Until spring, the retail price index will be reflecting the current slower growth in earnings, the continuing strength of sterling and the relative stability of world commodity prices. As a result, by April the annual rate of inflation may well have reached single digits.

Wage-price relationship

The behavior of prices during the second half of the year will be influenced by the pattern of pay settlements now being negotiated. Should the outcome of the bargaining result in an increase of about 15 percent in average earnings, single-digit inflation will prove short-lived and real incomes will again come under pressure.

Depending on the behavior of earnings, the rate of inflation for 1978 as a whole could fall within the 9-11 percent range. Although some of the rising consumer demand will spill over into demand for imports, domestic industrial production will be a major beneficiary, with manufactur-



U.S. EQUIPMENT CUTS U.K. ENERGY CONSUMPTION—*Two packaged reciprocating liquid chillers built by York division of Borg-Warner Corp., each of which provides 115 tons of refrigeration, are the heart of the heat recovery system which airconditions the new sports workshop at Bisham Abbey National Sports Center. The system is said to reduce energy consumption by 64 percent compared with the conventional type.*

ing output likely to rise about 5 percent. However, little improvement in reducing unemployment is likely, as employers are likely to increase output through more intensive use of existing labor.

Corporate earnings, buoyed by North Sea oil and generally higher consumer demand, should improve in 1978, although the recent appreciation in the exchange rate will affect the sterling value of overseas earnings of U.K. corporations.

The British Government continues to emphasize the country's traditional liberal attitude towards foreign trade. Foreign investment is welcomed, with a wide spectrum of local, regional and national bodies in place to facilitate the establishment of new industries. Substantial incentives are available to investors willing to establish in areas characterized by high unemployment and depressed industry.

With aggregate demand likely to be rising more rapidly in 1978, certain areas of the economy offer good prospects for American sales. Consumer goods should be an especially fertile market. In addition, North Sea oil production and processing and a healthy tourist industry remain bright spots. Capitalizing on these opportunities will require careful attention to the peculiarities of this market, as our foreign competitors will also seek to maintain or increase their market shares. U.S. goods, however, are competitive in both price and quality, and this extra attention will pay off not only in current sales but in future opportunities as the government's industrial policy begins to be reflected in expanded investment and sales activity in Great Britain.

Most promising product areas

Among the areas which show prospects of responding well to American products are:

Consumer Goods: During the past three years U.S. exports of consumer goods to the United Kingdom rose almost 40 percent. Opportunities for U.S. consumer goods should continue to improve with rising disposable incomes. Areas of special interest include furniture, fashion fabrics and in-home improvements where the "do-it-yourself" market is particularly active.

Petroleum and Offshore Equipment: Exploratory activity in the past six months has uncovered further important reserves under the North Sea. Despite government preference for domestically produced equipment where such exists, there are many opportunities for U.S. suppliers. Most promising growth sectors are recovery and maintenance systems.

Foundry Equipment: Recently allocated government funds are attracting new private investment into this rundown industry. U.S. technology and processes are already well introduced, but as the success of the Foundry International Exhibition in May revealed, there is still plenty of scope for U.S. suppliers, particularly in the ferrous sector.

Automated Business Equipment: The success of the February 1977 show of business equipment at the London Center demonstrated clearly that there continue to be good opportunities for U.S. equipment, despite heavy competition from other European countries and Japan. Although many British companies have restricted investment levels in hopes of riding out the present recession, others are investing in labor-saving machinery to cut rising labor costs.

Computers: Computers of all types are still very much in demand and this is a sector where U.S. preeminence is unquestioned, despite considerable local efforts, assisted by the government, to develop a viable computer industry.

Electronic Components: Within the electronic components sphere, the U.K. market for high technology circuitry and semiconductors continues to present excellent opportunities for direct export. Of particular interest are microprocessors, RAM's, ROM's, and P-ROM's, connectors, rack and panel hardware, and optoelectronic devices. U.S. firms' best approach to consumer-type componentry and less sophisticated discretes is either to manufacture under license in the United Kingdom or enter into some form of joint venture.

Security Equipment: The British market for security equipment continues to grow steadily, with a provisional figure for 1976 at $240 million. Imports account for approximately 15 percent. Losses from crime and destruction by fire have created demand for integrated protection systems for industrial use, and more modest domestic systems. The security equipment show held at the London Trade Center in March 1977 drew interest from commercial enterprises, security forces and domestic suppliers.

Communications Equipment: The U.K. post office, by far the largest domestic purchaser in the market for new equipment, offers good opportunities for U.S. products which have no local competitors. Other opportunities could arise through collaboration with U.K. firms having well-established markets in the Near East and Africa. Data communication has a flourishing domestic market.

Aviation and Avionics: A rapid change to wide-bodied aircraft has resulted in a marked rise in British passenger traffic. Moreover, air cargo handling has grown by 15 percent from 1976 levels. Serious congestion at Heathrow is forcing increased use (and upgrading) of London's other airports. The domestic market for avionics and aircraft-related ground equipment continues strong, while a leading U.S. research firm sees Britain buying $3.8 billion in new civil aircraft over the next decade.

Agricultural Equipment: Demand in the United Kingdom for tractors and other farm vehicles is buoyant. New safety and noise requirements will add to this demand, as will continuing efforts to increase U.K. food production. Through September imports amounted to 84 million pounds, compared with 52 million and 37 million pounds in 1976 and 1975, respectively. Expected major investments in tractor production by North American firms reflect confidence in the industry and in the distribution network potential.

Process Control Instrumentation: By 1982, the market may reach nearly $800 million, with biggest growth in electric/electronic equipment for use in industrial organic chemicals manufacturing, petroleum refining, plastics and synthetic manufacturing, and pharmaceutical manufacturing. U.S. process control instrumentation is technologically superior to the competition, making it particularly well positioned in this growing market.

ACTIVITY PICKS UP IN OMAN; U.S. GETS BIG CONTRACTS

After a year of consolidation, Oman's economy is reviving in an orderly manner, according to the U.S. Embassy in Muscat.

Petroleum revenues are still rising, although production from the northern fields is starting to decline. Oil income will eventually drop significantly unless new reserves are discovered. The government has decided to develop modest deposits of heavy oil in Dhofar, which will require a pipeline to the port of Raysut near Salalah.

The completion of a natural gas pipeline from the northern interior to the capital in 1978 will provide fuel for a cement plant, a power and desalinization complex, and other local industry. Saudi Arabia is financing a copper mining and smelting project near Sohar which will also be fueled by natural gas.

Since Oman's basic infrastructure is already in place, the government is turning its attention to revenue-generating projects, although nothing can entirely compensate for the expected major drop in oil exports. Partly because of these new developments, private business activity increased in 1977.

The government in 1977 kept tight control over the expenditures of almost all ministries. Close cooperation between the Directorate General of Finance and the Central Bank of Oman has helped to select priorities for economic development and control government expenditures more effectively. Oman's net foreign reserves have risen to a level of over $300 million, and the commercial banks in Oman have reduced their excessive external borrowing which were needed to finance government expenditures. Saudi Arabia has agreed to

fund development of roads and related improvements for mountain communities in Dhofar and the copper project at a total cost of over $200 million.

U.S. commercial exports to Oman have started to rise again after dropping in 1976. The main obstacles to U.S. exports are high shipping costs and slow delivery times, the entrenched position of British firms, and increasingly stiff German and Japanese competition. Nevertheless, Omani firms and the Oman Government desire reliable and high quality American technology. Favorable sales opportunities exist for air-conditioners, telephone equipment, airport navigation and communications equipment, data processing equipment, and foodstuffs.

According to a new commercial agency law, all firms exporting goods to Oman must use an Omani national as a local representative, and agency agreements are subject to approval by the Commerce Ministry. It is essential for U.S. firms exporting there to pay periodic visits to their Omani representative and to show personal interest. Business visitors to Oman will have no problem finding hotel space in the capital area, since the 300-room Intercontinental Hotel was completed in late 1977.

The majority of American firms represented in Oman are concentrated in petroleum and minerals. In addition to firms in petroleum exploration, Williams Brothers International, Ray Geophysical, Sedco, and a number of others are involved in drilling, pipelines, and seismic exploration. Privately-owned Marshall Exploration of Houston is the majority owner of both Quintana and Prospection Ltd. Tetra Tech plays an important role in advising the Ministry of Agriculture, Fisheries, Petroleum and Minerals on development of Oman's hydrocarbon and water resources. Individual American experts participating in the reimbursable technical assistance program have provided assistance to the government in cattle raising and fishing.

American firms also play a major role in guiding Oman's infrastructure. Pan American World Airways manages Seeb and Salalah airports and provides design and supervision of navigational aids and other airport equipment. (The Federal Aviation Administration provides reimbursable personnel licensing, communications, and airport planning assistance.) Louis Berger, a New Jersey consulting firm, advises on road construction and maintenance. The presence of American consultants and advisers is considered to be of great significance in the design and specification stage of projects. With the exception of Grove International (which is working on a road project), however, American firms have not been able to win major infrastructure construction contracts in the face of entrenched British, German, Cypriot, and Lebanese competition.

Financial services is another area of opportunity for American firms. Citibank has been aggressive in doing business with the most important trading companies, while Chemical Bank has a management contract with the Bank of Oman, Bahrain and Kuwait. Several American accounting firms are serving private businesses in Oman, and there is increased interest in the American insurance business.

In contrast to the negotiated contracts of 1974-75, the Oman Government mostly uses international competitive bidding as a means of awarding major contracts. A Tender Board is in charge of evaluating bids and awarding contracts. To win a government contract, firms must already be registered with the Commerce Ministry and the Tender Board and have a local agent, while a joint venture with an Omani partner is required for firms doing business in the private sector. Contractors should realize that they must import supplies through local agents rather than directly from the original equipment manufacturer and that government regulations on employees' housing and on labor practices have been tightened in favor of Omanis.

The Omanis stress that firms must be present in Oman in order to win jobs. Both high ranking Oman Government officials and prominent firms show an increased interest in getting major American firms involved in future large projects, particularly in more sophisticated endeavors in the petroleum and natural gas fields.

Although there is a U.S.-Omani agreement for Overseas Private Investment Corporation guarantees, few U.S. firms thus far have shown interest in investing. The Oman Government encourages private investment, although at least 35 percent Omani ownership is required in most cases. In complying with this requirement, it is usually not necessary to form a joint corporate entity but rather a joint venture, i.e., a cooperative arrangement of two separate entities within a limited scope of activities. The government requires Omani commercial companies with foreign members to have a minimum paid-in capital of $430,000, effectively limiting joint ventures to medium and large-size trading companies. The Omanis are especially interested in ventures which do not require excessive numbers of expatriate workers and in which the foreign partner provides ongoing management and training rather than just equipment.

Dealings With Iraq Required To Be In Arabic Language

Iraq has instituted a new law that requires use of the classical Arabic language in all dealings with Iraqi Government organizations. Law No. 64 of 1977, "Preserving the Purity of the Arabic Language," requires contracts, records of accounts, and other official correspondence with the government to be in Arabic, although foreign translations can be included. The law requires trademarks, patents, and commercial marks to be in Arabic or, if bilingual, that the Arabic version be prominent. It imposes a deadline of Feb. 16 for re-registration of all foreign trademarks and patents. Trademarks and patents not registered as of that date may be subject to loss of proprietary rights.

Damascus Fair Is Syria's Top Annual Business Event

Syria's most important and prestigious annual business event is the Damascus International Fair, July 15-Aug. 1 this year. Over 30 nations have exhibits and the fair attracts more than a million visitors annually. In addition to Syrians, business visitors from Lebanon, Jordan, Saudi Arabia and the Gulf States visit the fair.

The Damascus International Fair has proven itself an effective vehicle for entering the Syrian market and offers opportunities for U.S. firms seeking local representation and maximum exposure to Syrian governmental and private sector decision makers. In 1977, more than 200,000 visitors came through the U.S. pavilion and the 35 U.S. firms participating sold $1.1 million off-the-floor and had projected sales of nearly $50 million.

For additional information concerning participation in the 25th Damascus Fair contact: Commercial Section, American Embassy, Damascus, Syria, c/o U.S. Department of State, Washington, D.C. 20520.

Electronics Equipment Show Slated For Paris In April

One of Europe's most important annual exhibitions in the field of electronic components and related production equipment and test instruments will be held in Paris, Porte de Versailles, April 3-8. The International Exposition of Electronic Components (*Salon International des Composants Electroniques*) will feature four product categories: electronic components (active, passive, electro-mechanical); measuring instruments; materials and products for electronics; and equipment for production line methods.

Composants is for business executives only and by invitation only; total attendance was 75,972 in 1977. Exhibitors come from Europe, North America and Asia. At the 1977 *Salon*, there were 252 American companies represented, the largest number of exhibitors except for the host country, France (534).

Information about the show is available in the United States from International Trade Shows in France, 1350 Avenue of the Americas, New York, N.Y. 10019, tel. 212-582-4960, or from Organisation SDSA, 20 rue Hamelin, 75116 Paris, tel. 505 1317, telex 630 400F.

Cameroon's Stature Enhanced By Prudent Economic Policies

The performance of the Cameroonian economy over the past year was generally good, reports the U.S. Embassy in Yaounde.

The major problem faced by Nigeria's eastern neighbor was continuing decline in the production of cocoa and coffee, the main foreign exchange earners. The government made some of the hard decisions necessary to reverse this trend. Considerable progress was made on a number of large agro-industrial and timber projects, and Cameroon will begin producing modest quantities of crude oil in 1978. Cameroon is an elongated country and the development of adequate transportation facilities is one of the keys to future economic growth. Work continued in this area and will soon show concrete results.

The outlook for U.S. business in Cameroon, both through direct sales and investment, is good, although we do not now have a large presence there. Due to historical and cultural ties, Cameroonian industry and commerce still tends to look first to France. In 1976, the United States was the second largest exporter to Cameroon, registering $48.1 million in sales and holding a 7.9 percent share of the market. France, on the other hand, sent $270.3 million in exports to Cameroon and held 44.4 percent of the market.

Looking to diversify imports

It is the policy of the government to diversify its sources of overseas supply, and the French share of the market has shown a slow decline for the past several years. While this policy presents good opportunities to enter the Cameroonian market, U.S. exporters that wish to successfully compete must offer relatively rapid delivery and good after-sales service. Often this will mean that a basic inventory of both goods and spare parts must be maintained in Cameroon.

Best prospects for U.S. exporters are agricultural machinery and equipment, food processing and packing equipment, transportation equipment, timber and wood processing equipment, automotive repair equipment and accessories, optical and photographic equipment, medical equipment and supplies, and beauty aids and other consumer goods.

Cameroon also offers excellent potential for U.S. investment. The Cameroonian Government has a proven record of stability and actively recruits foreign firms to invest in Cameroon. The leadership is relatively young and well educated, and has developed a reputation for sound and prudent economic policies. The investment code is quite liberal and was designed to attract foreign investors.

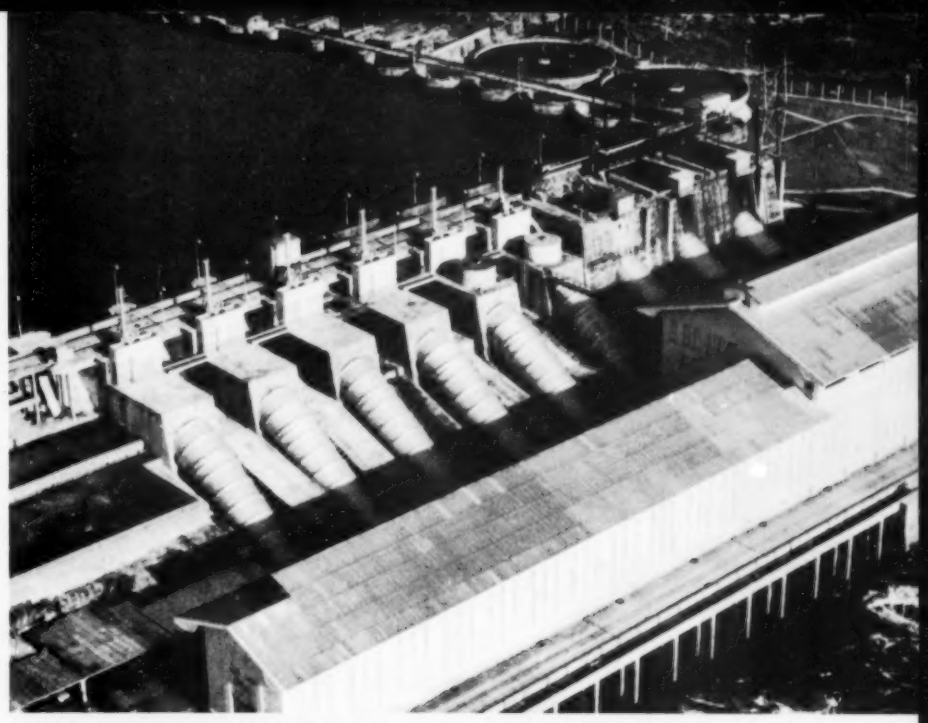
Cameroon is a member of the four-country Customs Union of Central African States (UDEAC), which offers access to a large and growing market. In addition, Cameroon is almost unique in that it scrupulously pays its debts on time and enjoys a very good credit rating. Thus the investment climate and reputation of the country often are positive factors when locating financing.

Agro-industry, timber, food processing, light industry and assembly plants are the main areas at the present where U.S. investors may find good opportunities. Increasing agricultural production for domestic consumption and export has the highest priority. All of Cameroon's neighbors are food importers and Europe and North America could be potential markets for fresh or processed fruits and vegetables.

Investment in timber or mineral resources is often contingent upon the development of adequate infrastructure, but both offer substantial opportunities, particularly for engineering firms. Light industry and assembly plants could take advantage of Cameroon's hydroelectric power, manpower availability, and membership in UDEAC.

Investment in Cameroon is almost always in partnership with local companies or the government. However, those foreign firms willing to work with and train Cameroonians will enjoy a wide range of privileges designed to make such partnerships attractive and mutually profitable.

While lack of infrastructure imposes obstacles to investment at the moment, there are sufficient good and profitable opportunities to make Cameroon one of the most attractive African countries for U.S. investors.



MAJOR PRIORITY IN CAMEROON—*Several hydroelectric projects under way or planned will add to power production capacity. Here, the Enelcam Dam at Edea.*

Mozambique Has Long Way To Go On Development Road

The Mozambique economy may have "bottomed out" during 1976 and early 1977, reports the U.S. Embassy in Maputo, pointing to some signs of recovery in the second half of last year. It will take years for agricultural and industrial production to regain pre-independence levels in this southeast Africa nation, but the decline in these sectors appears to have been arrested. The outlook for the economy in 1978 is mixed, but agricultural and industrial production should show small increases.

A deteriorating balance of payments situation and a serious lack of trained personnel are the biggest impediments to Mozambique's continued recovery. A settlement in Rhodesia would enable Mozambique to devote more resources to economic development and would be a stimulus to the key transportation sector. The government has been cautious in making major purchases which require long-term debt, and the Central Bank is assuming increasing importance in all international financial arrangements.

Prospects for U.S. improve

Prospects for American firms are improving, especially for joint ventures with the government in fishing, agriculture and minerals exploitation. There is increased interest in Mozambique in American capital and technology.

The most important change for American trade and investment during 1977 was a markedly improved attitude of the Mozambique Government toward economic re-

lations with the United States. American goods or investments which fit the development plans of the government will be welcomed, and an April 1977 investment law provides for remittance of profits and offers security from nationalization for those active firms willing to enter joint ventures with or fulfill production priorities of the government.

The depressed economy and tight import and foreign currency restrictions will be obstacles to increased American exports of general merchandise. Red tape, slow visa issuance, and absence of a private legal profession are also impediments to doing business in Mozambique.

American business may find markets in 1978 for the supply of food, medical and scientific supplies, agricultural equipment and services, and industrial and transportation machinery. Specific opportunities connected with fishing joint ventures, telecommunications equipment, rail engines and agricultural and mining investment are expected during the year.

Features Of Malawi Economy Encourage U.S. Participation

Malawi, one of the least developed of the developing countries, has made tremendous economic progress since its independence in 1964, according to the U.S. Embassy in Lilongwe. Its open economic system, preference for the capitalist philosophy, and record of political stability are features which could attract additional American business interest.

This southeast Africa nation's economy grew at a healthy 7 percent rate in 1976. Increased agricultural production, especially by the large estates, and high world prices for tobacco and tea exports were the major factors. As official foreign reserves continued to decline, the government initiated contractionary monetary policies. Growth was lower in 1977, an estimated 5.7 percent, but the constraint imposed by declining foreign currency holdings was resolved. Near record prices for the main agricultural exports led to improvement in the terms of trade and caused the value of exports to rise sharply. Government monetary policy was eased, which helped the non-agricultural sectors improve their performance.

Malawi offers American business a capitalist economy where private enterprise has been targeted as the motor of economic growth. A liberal attitude exists toward foreign investment, particularly in import substitution industries designed to provide a maximum number of jobs. Industrial licensees may be granted exclusive rights in particular product fields for a limited time, and tariff and depreciation incentives can be provided. The basic corporate tax rate is a flat 45 percent of net profit. Repatriation of capital and profits requires prior government approval, but this has not been difficult to obtain. All OPIC programs are potentially operative.

Projects of current significance to the United States include construction contracts for the new Lilongwe Airport (set for a 1980 completion) worth $25.2 million, the Vipya 150,000/ton-per-year long-fiber pulp mill ($400 million in financing not yet found), expansion of the Lilongwe water system (from 2.1 to 4 million gallons per day), a replacement for Air Malawi's DC-10, provision of finance for both government and private enterprise, and two hotels planned for Lake Malawi. Competition for the supply of imports comes mainly from South Africa and the United Kingdom. American firms that can match their prices (including transport costs from the United States) could find a profitable market. Although the Malawi market would not usually warrant a special visit, a stop during a trip to the region might be in order. Lack of personal contact with Malawi buyers has been one of the major constraints on America's sales.

The limited size of the Malawi market, its vicinity to the larger regional economies in Southern Africa and special links to the United Kingdom, have in the past combined to limit the American share. Changes in Malawi's trading partners, continued economic growth (especially in the agricultural sector), and increased foreign resources now offer greater opportunities for American companies to supply and participate in Malawi's development.

Rwanda Gets Temporary Lift From Coffee, Tea Earnings

In the past two years Rwanda registered large increases in international trade and a very substantial jump in per capita income, according to the U.S. Embassy in Kigali. However, these positive developments stem from cyclical factors outside of government efforts, chiefly the phenomenal rise of coffee and tea prices. As coffee/tea prices settle to their traditional levels, Rwanda will again have to grapple with its formidable development problems without the cushion of abundant export receipts.

Rwanda suffers from the ills commonly associated with economies based primarily on subsistence agriculture: a burgeoning population (the highest population density in Africa), insufficient budgeting receipts, limited commodity exports and heavy reliance on foreign assistance. Rwanda is additionally handicapped by its land-locked dependence on inadequate and occasionally politically-disrupted routes to the ports of Mombasa and Dar es Salaam.

Nevertheless, the return of political stability following the formation of the Second Republic, the implementation of a foreign policy which has improved former tense relations with immediate neighbors, the imposition of governmental discipline, and rapidly increasing foreign assistance (particularly in infrastructure) are providing a base for moderate economic improvement.

Specific sectors of the economy—particularly commodity exports and foreign assistance projects—are receiving considerable investment capital. For other sectors—notably energy supplies, agricultural production, and transportation—the future poses major problems.

Rwanda's precarious development position limits business opportunities for American investors and traders. Potential investors must be improvisational, persistent, and able to cope with unanticipated delays which prolong the investment cycle.

Although the government is not fully equipped to facilitate private investment efforts, it is very interested in attracting new investment. The Foreign Investment Code recognizes the right of 100 percent foreign-owned enterprises to operate in Rwanda. The repatriation of profits provisions are generally liberal, as are most other provisions in the code. Rwanda is a member of the International Finance Corporation, with membership providing investor services in the private sector, including project identification.

U.S. engineering or construction firms already familiar with east or central African markets may find it profitable to bid on infrastructure projects financed by multilateral institutions. American firms providing technical services such as project management contracts (particularly in the agricultural sector, which is receiving major bilateral and multilateral attention) may also find opportunities. Other potential growth areas include air shipment of key exports and imports in order to bypass difficult overland conditions. Experimental air shipments of tea, pyrethrum, vegetables, flowers and even ores have occurred. The growing tourism industry might prove interesting to U.S. carriers once more air passenger demand develops.

American export sales opportunities continue to center on used clothing, where prospects for continued mid-term growth are good. However, in the longer term, Rwanda's embryonic textile industry will displace a portion of these sales. Other opportunities may arise for the resale of used and rebuilt machinery such as pumps and generators. There are opportunities for limited sales of business equipment and consumer goods. The smallness of the Rwanda market and high transportation/handling costs are major limiting factors.

The United States continues to be Rwanda's largest customer, taking 40 percent of exports in 1976 through coffee, tea and pyrethrum purchases. While U.S. purchases vary marginally, there is no reason to expect any major shift in the market share in the near future.

Conference On U.S. Growth Stresses Interdependence

WHITE HOUSE MEETING HEARS DEVELOPMENT POLICY VIEWS OF CITIZENRY; PRESIDENT TO GET PROPOSALS

Proposals designed to disentangle conflicting policies and provide more balanced economic growth in the future emerged from the White House Conference on Balanced National Growth and Economic Development recently held in Washington.

The conference was attended by about 500 persons from all parts of the nation. Their recommendations and views, expressed at workshops and in public discussions, represented a cross-section of citizens—a national town meeting.

Six basic areas of the economy were explored: strengthening local economies; people and jobs; government budgets, the fiscal dimensions of growth and change; the geography of growth; government and the management of growth; and streamlining government.

One workshop concluded that to the extent that government, whether federal, state, or local, has imposed unneeded and unnecessary barriers or restrictions that impede the functioning of the free enterprise system, "such barriers must be removed."

Another insisted that to relieve States and local governments of a heavy fiscal burden the Federal Government should assume all welfare assistance costs, leaving State governments free to assist less affluent communities in many ways, such as local education.

A workshop discussing "People and Jobs" contended that Federal programs should be aimed at reducing dependency at all levels and increasing self-sufficiency and self-reliance. Another said that resources in the immediate future should be targeted to areas of need, based on number of unemployed and the level of poverty.

A workshop on "The Geography of Growth" proposed that the States should initiate regional groupings, perhaps with matching funding from the Federal Government, rather than having the Federal Government form regional groups. Some workshops suggested that a national development council or a similar body be established.

"Too much direction is attempted from Washington," said a workshop on "Government and the Management of Growth." "The Federal Government is preoccupied with minutiae. Regulations are reaching into people's lives and reducing their freedom. Business is hamstrung by changing, unpredictable, detailed, hastily drafted and unrealistic rules. Form-filling is consuming a large amount of unproductive time."

A workshop on "Steamlining Government" stressed that Federal laws should clearly establish national policies in terms of goals to be achieved, and administrative regulations should refrain from specifying detailed activities on how the job should be done.

Another said: "Logic calls for the greatest possible degree of decentralization of program administration to state and local units of government."

Under the mandate of Congress in authorizing the conference, the findings and recommendations will be submitted to the President.

President Carter, addressing the conference, expressed appreciation for the reports, the debates on both sides of issues, and the recommendations, and said they would be studied throughout his Administration.

He remarked that it was easy to cast blame, and fruitless to do so, because all alike share the problems and the responsibility for their solution.

He said he noticed a great deal of applause when mention was made that the financial burden should be shifted to Washington and responsibility away from Washington.

"I didn't hear any applause on the other side," he added. "But we are all in it together. You are a part of the Federal Government, too."

Secretary of Commerce Juanita M. Kreps, an early speaker, posed the following questions: "Ought government to be admonished to keep its hands off? Should government limit its role to that of supplier of information and advice? Should it create penalties and incentives through the Federal tax system? Ought it to write regulations to protect our health, safety, and natural environment? Or be a financial subsidizer and supporter of those who have been left behind? Or should the government flex its muscles to the fullest and take on the role of comprehensive planner of national and regional growth?"

The White House Conference was authorized by Congress in October 1976. The legislation originated in the Senate Environment and Public Works Committee, which is chaired by Senator Jennings Randolph of West Virginia. President Carter asked Secretary Kreps to take the lead in organizing the Administration-wide effort in early 1977. On August 4, 1977, the President announced plans to hold the Conference. Michael S. Koleda was appointed Conference Director. The governors of the states and territories assisted the White House in identifying Conference participants. At one session of the five-day meeting more than 200 persons who were not official participants were given the opportunity to make brief presentations.

The Conference proceedings and an official report will be delivered to the President within six months of the end of the Conference as mandated by the legislation, which also specifies that the White House is to prepare administrative and legislative proposals within three months of receipt of the report. The Advisory Committee, headed by Governor John D. Rockefeller IV, will work to insure that the findings and recommendations will have a significant impact on White House policy planning.

Information about the conference may be obtained by writing to L. Erick Kanter, Director of Public Affairs, White House Conference on Balanced National Growth and Economic Development, 2001 S St. NW., Room 216, Washington, D.C. 20009. Kanter expects to have information on obtaining the proceedings of the conference shortly.

Economy Strengthens; Final Sales Rise Sharply In Fourth Quarter

This article was written by Chief Economist Courtenay M. Slater in collaboration with staff economist George McKittrick.

Dr. Slater

The U.S. economy gathered strength in the final quarter of 1977. The rate of growth in total real gross national product (GNP) slowed, but there was an improved balance among the various components of GNP, and the excess of inventories which had begun to emerge in the third quarter was worked off.

According to preliminary estimates real final sales increased at an annual rate of 6.8 percent—a record for the current expansion. A strong rise in consumer spending accounted for three-quarters of the gain, with real purchases of goods climbing at an impressive annual rate of 11 percent. Residential construction also was a considerable source of strength, and the pace of business fixed investment in equipment picked up after a slack third quarter. Government spending continued to contribute to growth, largely through a boost in state and local government expenditures that resulted in part from the Administration's stimulative programs.

Looking at 1977 as a whole, real GNP averaged 4.9 percent higher than in 1976. Measured from fourth quarter to fourth quarter, however, the gain was 5.7 percent. The quarterly pattern of diminishing rates of growth—from a high of 7.5 percent in the first quarter to a low of 4.2 percent in the fourth resembled 1976: reasonably steady gains in final sales and slowing rates of inventory accumulation throughout the year.

Contributing to the impressive performance by consumers in the fourth quarter were several short-term factors which propelled after-tax incomes upward at the fastest pace since the tax rebates in the second quarter of 1975. Farm income rose 40 percent in the fourth quarter as prices turned around and wheat farmers benefited from Federal Government subsidy payments. Wage and salary gains were bolstered by an exceptionally large gain of 1.2 million in employment between the third and fourth quarters. The pay raise for Federal Government employees added $3.3 billion (annual rate) to personal income.

Real consumer spending on motor vehicles posted a large advance, due largely to a marked rise in truck sales. Domestic new car sales remained at the third quarter rate. Other durable items such as home furnishings and appliances moved briskly, partly reflecting continued expansion of new home sales. Non-durable goods advanced solidly as food purchases rose strongly and clothing and shoe purchases, especially in winter wear lines, picked up. Consumer spending on services grew slightly more slowly than in the prior quarter as relatively moderate fall temperatures allowed electricity and gas bills to rise at a slower pace than was the case during the unusually hot summer.

The saving rate rose during 1977 after having reached an extremely low 4.1 percent in the first quarter. The rate may edge up further as consumers augment their savings and make repayments on the sizable debt incurred last year.

Residential construction has been a welcome boon to economic growth. Housing starts, which many analysts had expected to taper off by yearend as financing constraints came to the fore, instead gained steadily, reaching a 2.3 million annual rate in December—the highest in about three years. Real residential construction outlays in the fourth quarter climbed 16.9 percent (annual rate).

Demographic influences and perhaps hopes of beating inflation lie behind this continued strong demand for housing. Scattered signs of financing constraints recently have surfaced, however. Mortgage rates have climbed to 9.1 percent after holding steady at about 9 percent throughout the summer and fall, and saving inflows into thrift institutions have slowed.

Real business fixed investment rose somewhat more strongly in the fourth quarter following modest third quarter gains. Investment in structures increased at a moderate annual rate of 7 percent—close to the third quarter advance. Purchases of equipment rose at a 9 percent pace with truck purchases leading the advance. For the year as a whole business fixed investment rose nearly 9 percent. Even so, the fourth quarter level of spending was still about 3 percent below the pre-recession peak. The mix of investment has been slanted in favor of producers' durable equipment, particularly motor vehicle purchases, which rose 24 percent in 1977. Spending on structures rose only 3.5 percent in 1977, only slightly above the 1976 gain of 2 percent.

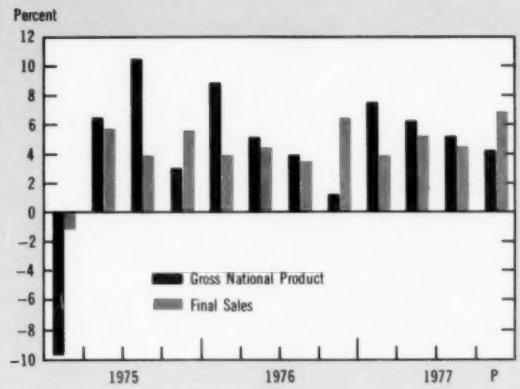
Business inventory accumulation took place at a greatly reduced rate in the fourth quarter as the resurgence in consumer spending after a mild middle two quarters permitted businesses to reduce their generally rather high stock-sales ratios to more normal levels.

Exports fell in the fourth quarter, perhaps largely due to distortions caused by the longshoremen's strike. Imports held about level or rose slightly. Thus the net export balance weakened, offsetting a small part of the strong rise in other components of private final demand.

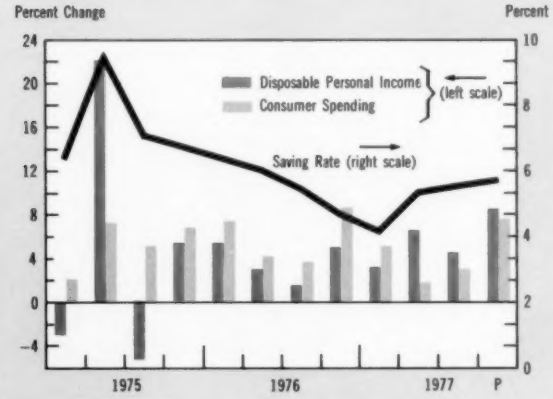
Government spending in real terms increased 7 percent from the end of 1976 to the end of 1977. In the fourth quarter the gain in real Federal spending slowed to a 3 percent rate compared with hefty annualized increases of 18 and 9 percent in the second and third quarters, respectively. Elements of the President's stimulus program lifted state and local spending in the fourth quarter; real expenditures rose at a 5 percent annual rate, about in line with growth in the two previous quarters.

Prices as measured by the GNP fixed-weighted index accelerated from a 4.8 percent rate in the third quarter to a 6.1 percent rate in the final quarter. However, the pay raise for Federal Government employees—which is treated as a price increase in the national economic accounts—was responsible for most of the acceleration. The equivalent index for gross domestic business product, which excludes the government sector, rose at only a 5.2 percent rate in the fourth quarter, little changed from 5.0 percent in the prior quarter. Price increases for consumer goods and services moderated from the third quarter, but this was offset by faster rates of price increase for capital goods and new homes.

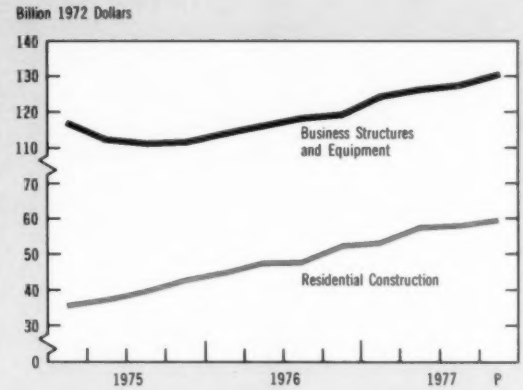
Change in Real GNP and Final Sales ①



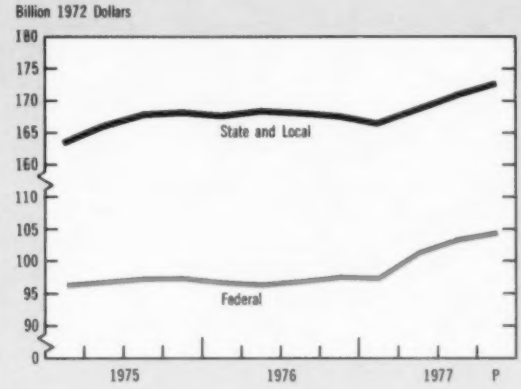
Real Consumer Income and Spending ②



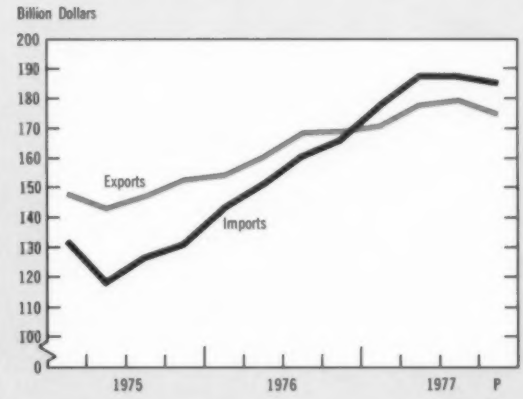
Fixed Investment ③



Government Purchases ④

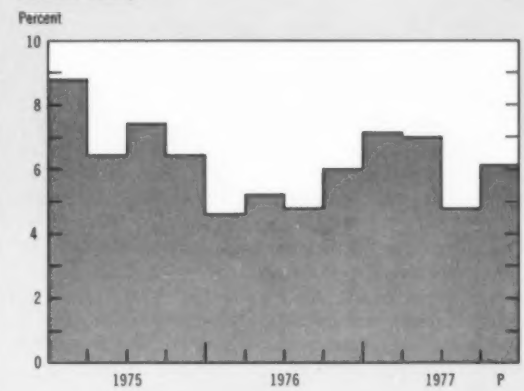


Exports and Imports of Goods and Services ⑤



GNP Price Index* ⑥

Percent Change



P – Preliminary *Fixed weighted price index

Source: Bureau of Economic Analysis

Note: All series are seasonally adjusted annual rates

COMMERCE UPDATE

PROFILE OF U.S. AREAS--A pre-print of Census Bureau's upcoming County and City Data Book has been published under the title "Statistics for State and Metropolitan Areas." Hundreds of items of statistical information that range from land area and population to housing and crime rates are included for states, counties, Census regions and metropolitan areas. Copies are available at $2.75 from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or from Commerce Department District Offices.

FEDERAL PROCUREMENT CONFERENCE--Members of the Southern California business community can talk personally about sales opportunities with procurement specialists from Federal military and civilian agencies and Federal prime contractors at a March 10 conference in Terminal Island, Long Beach. Barry Engelberg, an Assistant to Rep. Glenn M. Anderson, has details at 213-548-2551.

STATISTICAL PROFILE OF CHILDREN AND YOUTH--A wide-ranging statistical portrait of the demographic, social, and economic characteristics of children and youth in the U.S. has been published by the Census Bureau. "Characteristics of American Children and Youth: 1976," costs $2.50 from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or from Commerce Department District Offices.

PERSONAL INCOME RISES--Personal income increased $18.3 billion in December to a seasonally adjusted annual rate of $1,617.9 billion, the Bureau of Economic Analysis disclosed. Personal income for 1977 was $1,536.1 billion, an increase of $153.4 billion, or 11.1 percent, over 1976.

COMPOSITE INDEX OF LEADING INDICATORS--The composite index of leading indicators increased 0.7 percent in December, now stands at 135.3 (1967-100), according to preliminary Bureau of Economic Analysis data. On more complete data, the November index has been revised to 134.3. More data on the composite indexes are available from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, in the "Business Conditions Digest," $40 annually, or a BCD supplement entitled "Handbook of Cyclical Indicators at $4.

HOUSING STARTS--Las Vegas, Nev., with a population of 343,400, had 6,600 housing starts in 1976, or 19.2 per 1,000 population, the highest of 20 standard metropolitan statistical areas. At 0.8 per 1,000 the New York City area was lowest. The top II areas were in the West.

MINORITY BROADCASTING OWNERSHIP--Commerce Secretary Kreps has announced that the White House Office of Telecommunications Policy and Commerce's Office of Telecommunications have petitioned the Federal Communications Commission to establish a policy of promoting minority ownership of U.S. broadcast facilities. As part of the program, Commerce's Economic Development Administration will extend broadcast industry loans.

NEW ORDERS FOR MANUFACTURED PRODUCTS--New orders for manufactured products rose 4 percent in December to $120.8 billion, Commerce's Census Bureau has reported. Shipments of manufactured products advanced 2.6 percent to $116.2 billion, while inventories remained virtually unchanged from November at $177.4 billion. The increases in both new orders and shipments were the largest since March and excess of orders over shipments showed the greatest increase since August 1974.

NEW CONSTRUCTION RISES--The Census Bureau 1977 total on new construction put in place was $170.7 billion, 16 percent above 1976. The value in 1972 dollars was $109.7, 7 percent above 1976. Value of new private construction put in place in 1977 was $133.7 billion, 22 percent above 1976. New public construction in 1977 was $37 billion, 2 percent less than in 1976.

INVENTORS HALL OF FAME--Four members inducted into the Patent & Trademark Office National Inventors Hall of Fame are: Luis Walter Alvarez, radar pioneer, and chemists Leo Baekeland, Carl D'Jerassi and Louis Pasteur. They were chosen from about 100 candidates by representatives of more than 30 scientific and engineering societies.

PAPUA NEW GUINEA TAKES POSITIVE INVESTMENT VIEW

In general the past year was a good one for Papua New Guinea. Though copper prices continued low, the price of gold remained high and receipts for coffee and cocoa rose sharply, leading to a substantial increase in revenues. The more active economy has enhanced opportunities for U.S. investors, while the buildup of foreign exchange reserves has improved prospects for U.S. exports to this Pacific Ocean nation located to the east of Indonesia. The following excerpts from a report submitted to the Department of Commerce by the U.S. Embassy in Port Moresby provide details on some of these investment and trade opportunities.

Among specific activities where foreign investment is actively being sought are a copper site at Yandera, gold exploration on the island of Misima, and chromite exploration in Milne Bay. Firms interested in timber investments can choose from a large number of major projects. In fishing there is still considerable room for expansion of the tuna industry and the government is interested in the development of in-shore fishing. There are considerable opportunities in agriculture. At least two oil palm estates are available. The government is interested in investment in rice and sugar.

In the Embassy's view the government's attitude toward foreign investment is very positive. Officials understand and accept the firms' desire to make a profit, but at the same time they are willing to negotiate hard to obtain the best deal possible. Individuals interested in investing in Papua New Guinea should contact the National Investment and Development Authority, P.O. Box 5053, Boroko, Papua New Guinea. The Embassy has also written a report on investment in Papua New Guinea; it may be obtained from Room 5627, U.S. Department of Commerce, Washington, D.C. 20230.

The United States is presently number three after Australia and Japan in sales to Papua New Guinea. Even so, this only amounts to US$30 million or 7 percent of the market. Machinery of all types is the major export. The volume of such equipment varies greatly depending principally on the number and type of major development projects under way.

There seems to be considerable potential for increasing U.S. exports. Areas of likely opportunity include consumer goods, food, and refrigeration and forestry equipment.

The United States only supplies a small part of the consumer goods presently imported into Papua New Guinea. Goods cheap in price and quality come from Singapore, Hong Kong, Taiwan and the People's Republic of China. Better quality goods generally come from Australia. It is in this market of higher quality goods that the United States has great potential for expansion. Australian prices are very high, usually twice the U.S. retail price. Individuals with access to U.S. mail order catalogs rely on them extensively.

There seems to be potential for significant exports of better quality U.S. clothing to Papua New Guinea. So far this market is untapped.

The U.S. Department of Commerce will hold an exhibition in Port Moresby next month to capitalize on growing demand for such items as educational training aids and business equipment.

At present the forestry industry uses mostly Japanese equipment. Such equipment has not proved very satisfactory, as its maintenance and operation appears too complex for local conditions. The few individuals in the country with knowledge of U.S. equipment indicate that it should work well in Papua New Guinea. If U.S. equipment could prove itself it should be a natural candidate for use in the many large timber projects, when they commence operation.

Papua New Guinea is also attempting to develop its fishing industry and this will require considerable refrigeration equipment. Local refrigeration firms are very interested in U.S. equipment.

Papua New Guinea has three large trading companies which control significant segments of the local markets in machinery, plantations, shipping and department stores. U.S. firms may wish to contact: Steamships Trading Co. Ltd., P.O. Box 1, Port Moresby, Papua New Guinea; or W. R. Carpenters (PNG) Ltd., P.O. Box 704, Port Moresby, Papua New Guinea.

Burns Philp has a U.S. office to contact: Mr. Murray, Burns Philp Assoc. San Francisco, 230 California St., San Francisco, Calif. 94111.

Farrell Lines now offers direct shipment from the U.S. west coast to Lae. The price is supposed to be roughly the same as Sydney to Lae. Goods to Port Moresby may be transshipped from Lae. This service should save considerable time and money in shipping.

The government is one of the biggest customers in Papua New Guinea, with foreign tenders amounting to tens of millions of dollars per year. Competing for such tenders poses a problem for U.S. firms. Generally the tender period is short —only 45 days—and local agents often have the ability to influence the tender's specifications. Most contracts are still won by Australian firms, but British trading firms specializing in this market have made substantial inroads. An American trading company doing the same could be very successful.

Information on tenders may be obtained from the Division of Supply, P.O. Box 4108, Badili, Papua New Guinea, and from the Division of Supply office in Sydney, GPO Box 4201, 225-233 Clarence St., Sydney, New South Wales 20011, Australia, phone 295151, telex AA20263. The office in Sydney is the best place to obtain information on tenders directed to foreign supplies. American firms are warned, however, that Papua New Guinea businessmen prefer to deal with U.S. companies directly and resent being directed to U.S./Australian subsidiaries.

LOOKING FOR OIL IN PAPUA NEW GUINEA—*Esso's first well in the Gulf of Papua was dry, but the company plans to spend another US$10 million to drill a second well in the swamp between the Gulf and Western Provinces. Gulf Oil is also planning to search. Here, a mobile rig between drillings at Port Moresby Harbor.*

Solomon Islands Gets Started With Stable, Solvent Economy

As the Solomon Islands prepares for independence it can show the world a sound economy and a constitution that has been welcomed by both the resident and foreign-based business communities. The U.S. Embassy in Port Moresby, Papua New Guinea, offers the following observations on economic and political developments in this group of Pacific islands east of Papua New Guinea.

The Solomon Islands has been self-governing since January 1976 and, following the succesful completion of constitutional talks in London, is scheduled to become independent on July 7. The items of major concern during the London negotiations—citizenship, land ownership, and financial aid, were resolved to the satisfaction of both parties and in a manner which augurs well for the stability and progress of the new nation. Minority groups, particularly Gilbertese and Chinese, have been guaranteed citizenship upon application. Land ownership has been reserved for Solomon Islanders, alleviating a widespread political concern, while an adaptable system of long-term leases will make land available for commercial development.

In place of the concessional loan aid granted in previous years, the United Kingdom has agreed to provide 26 million pounds as grant aid over the first four years of independence, enabling the Solomon Islands to attain nationhood free of large initial debts.

The Solomon Islands' economy has made a steady recovery from its sharp drop of 1975 due to low copra prices. Increased production of timber and fish have largely counterbalanced the continuing depression of the copra industry. The resulting diversification of the economy lessens the influence of individual commodity prices, and should thus help stabilize economic growth.

In June 1976, the government released a list of areas open to investment which included large-scale development of natural resources in mining, agriculture and forestry. Surveys have been made on deposits of chromite, copper, silver and bauxite. To date, bauxite and chromite are the only minerals known to be present in commercial quantities. Large areas of land suitable for commercial exploitation of tropical crops are available.

The government's attitude towards foreign investment is quite positive. Private commercial investment is viewed as the most efficient means to develop the economy. Those interested in investment in the Solomon Islands should contact: Commercial Investment Committee, P.O. Box 610, Honiara, Solomon Islands.

The United States currently supplies only 5 percent of Solomon Islands' imports, mainly machinery and transport equipment. U.S. bulk exports to the Solomons have been hampered by difficult shipping arrangements, usually necessitating transshipment in Sydney. A less costly routing is now available by shipping Farrell Lines from West Coast U.S. to Lae, Papua New Guinea, and transshipping to Honiara.

Virtually all manufactured items are now imported into the Solomons. A growing market exists for small manufacturing plants for such essentials as nails, barbed wire, tin cans, etc. Interested parties should contact: Solomon Islands Chamber of Commerce, P.O. Box 64, Honiara, Solomon Islands.

Nigeria Reassesses Exclusive Metric Marketing Requirement

The Nigerian Standards Organization within the Ministry of Industries has informally notified the U.S. Embassy in Lagos that specific implementation of the metric markings decree is still being discussed; until further notice dual markings on all imported goods will be acceptable.

The Nigerian Government had previously stated that effective Jan. 1, 1978 all goods entering Nigeria must carry metric markings exclusively or risk confiscation or exclusion from entry (See *Commerce America*, Jan. 2, page 18).

Although eventual exclusive use of metric markings for all goods traded in Nigeria is certain, it now seems possible that the Nigerian Government may put the changeover into effect gradually. Some observers estimate that conversion to exclusive metric markings could be stretched out over several years.

Italy's Parliament Enacts Equal Rights Legislation

Italy's parliament has enacted legislation prohibiting discrimination against women in employment and remuneration.

The new legislation prohibits discrimination in hiring, work assignments and job classifications, including specifying sex in job qualifications unless the nature of the job actually requires it. However, it preserves "protection" of women from night work, or from employment in "particularly heavy jobs" as described in collective bargaining agreements.

It provides for equal pay (already provided for in earlier legislation). It enables individual women to bring legal action before labor magistrates, either directly or through their unions. It allows women to postpone retirement until 60, the "male retirement age," but leaves them the option of retiring at the "female age" of 55.

It gives women equal right to family allowances (now paid to male heads of families), and extends social security survivors pension benefits to husbands as well as wives. It extends Italy's generous paid leave benefits for working mothers of adopted children, and to fathers if mothers renounce the benefits on their behalf.

Market Research Reports Analyze Colombian Economy

Seventeen industrial sectors of the Colombian economy are covered by detailed, individual market research reports prepared by the Marketing Analysis Unit in the American Embassy in Bogota. These excellent reports cover imports, exports, local production, competition and major endusers of the many products studied. The checklist also provides a listing of other U.S. Government and private sources of information on commercial and economic conditions in Colombia.

Among the many market research pieces are studies on air and water purification and pollution control, food processing and packaging, agricultural machinery, aviation, textile machinery, mining equipment, business systems, metalworking, health care systems, printing and graphic arts, refrigeration and air-conditioning, materials handling, building and construction, plastic forming, and process controls.

Colombia is the fourth largest market in Latin America, and for its size it has one of the most diversified industrial bases. U.S. exports rose 15 percent in 1977 to $780 million, and the Colombian market will remain strong in 1978. U.S. exporters should take advantage of this expanding market—the research is available for the majority of important industrial sectors.

Write Dick Muenzer, Room 4036, U.S. Department of Commerce, Washington, D.C., 20230 or call him on 202-377-2329 for a copy of the Colombian Information Checklist.

Portugal Adopts New Code Governing Foreign Investment

Portugal has adopted a new code to govern foreign investment. Generally, the code permits direct foreign investment in all economic sectors except those reserved for public domain. The new code replaces earlier legislation which was widely regarded as too restrictive.

Foreign firms will now be granted liberal profit remittance provisions and access to all tax incentives available to national companies; additional incentives can be negotiated. A Foreign Investment Institute, responsible to the Ministry of Planning and Economic Cooperation, will be charged with authorizing and supervising foreign investment.

Copies of the official English text of the code may be obtained from Room 4211, Office of International Marketing, U.S. Department of Commerce, Washington, D.C. 20230, telephone 202-377-3822.

INTERNATIONAL BUSINESS REPORTS

National Trade and Professional Associations of the United States and Canada, and Labor Unions, 1978. Edited by Craig Colgate Jr. 392pp. $25.

Information included can help find a job, survey a marketing field, schedule an exhibition at a convention, advertise in an association journal, or contact all national association headquarters in a given geographic area.

This 13th edition lists nearly 6,000 organizations, including for each entry the address, telephone number, name and title of the chief executive, date established, number of members, size of staff, annual budget, publications, annual meetings, and historical data, such as name changes. To assist in locating specific information, a key word index is provided, as well as a geographic index, an index of chief executives, and a budget index. An introduction relates the history, importance and scope of U.S. trade associations and professional societies. A bibliography of other reference materials is included.

Write: Columbia Books, Inc., 734 15th St., NW., Washington, D.C. 20005.

The Federal Republic of Germany as a Business Partner. Published in Cologne by the Foreign Trade Information Office of the Federal Republic of Germany. 119pp. Up to 20 copies free.

Taking into account recent developments, this English-language booklet surveys in eight chapters and an appendix such topics as the overall nature and structure of the West Germany economy, foreign trade patterns and regulations, company and labor law and regulations. Identifies leading chambers of commerce, industrial and trade associations, trade fairs and German chambers of commerce abroad.

Write: Foreign Trade Information Office of the Federal Republic of Germany, Blaubach 13, 5000 Koeln 1, Germany.

NBL Directory. 1978 edition. Published by National Business Lists, Inc. $1.

Indexed and cross-referenced, this directory describes 1,000 market segments of economic activity, identifying over 10,000,000 businesses, institutions, farms and professions. It covers basic industries such as manufacturers, wholesalers, retailers, contractors and service and financial firms. Institutional markets include schools, churches, hospitals, association and government offices, among others. Professional disciplines (i.e., doctors, lawyers, accountants, engineers, architects, etc.) are listed, and over 3,000,000 farms are described and categorized by number of cropland acres. Each of the businesses listed is classified by type of business activity, using the 4-digit Standard Industrial Classification System.

Write: National Business Lists, Inc., Department LD, 162 North Franklin St., Chicago, Ill. 60606.

U.S./Eastern Europe—Technology and Patents, Sale and/or Licensing. Published by Licensing Executives Society, Inc. 266 pp. $55.

Designed for those selling technology, licensing patents, protecting industrial property rights or writing a contract or license in one of the six Eastern European countries. While Poland, the German Democratic Republic, Czechoslovakia, Hungary, Romania and Bulgaria all have state-controlled economies, they are all different. This book, a compilation of reports from three U.S. delegations which visited these countries in 1976, points out the critical differences in the selling and licensing of technology.

Write: LES Publications, c/o Edward C. Studeny Co., 342 Boulevard of the Allies, Pittsburgh, Pa. 15222.

Rich and Poor Nations in the World Economy. Seventh book in the 1980s Project of the Council on Foreign Relations series. 264pp. $10.95 hardcover, $6.95 soft.

Contains four studies that provide appraisals of how to achieve a more equitable sharing of the world's wealth and power. Three of the studies conclude that, with moderate international economic reforms that should be acceptable to the rich countries of "the North," the goals of the developing countries of "the South" can be achieved.

Responding to the South's demand for a new international economic order, Professor Albert Fishlow of the University of California, Berkeley, recommends removing existing market imperfections in trade, international capital flows, and direct private investments.

In the second study, Carlos F. Diaz-Alejandro, Professor of Economics at Yale University, concentrates on the political realities that underlie today's "North-South" debate and argues that reforms similar to Fishlow's ought to be accompanied by a degree of "selective delinking" of relations between the North and the South.

A third study, by Roger D. Hansen, currently a professor of international relations at Johns Hopkins University, urges that reform of the international economic order be undertaken to meet individuals' basic needs for food, shelter, health, and education.

In a fourth study, Richard R. Fagen, Professor of Political Science at Stanford, argues that even if all the international economic reforms prescribed by Fishlow and Diaz were to overcome existing Northern resistance, the one billion people in the South who presently live at the margin of life would scarcely benefit from the increased wealth that would gradually accrue to the developing countries.

Write: McGraw-Hill Book Co., 1221 Avenue of the Americas, New York, N.Y. 10020.

Calendar For World Traders

Feb. 15 — Minneapolis — District Export Council and League of Women Voters seminar on international trade. Dean Moran, Deputy Asst. Secretary of Commerce for Export Development, will speak.

Feb. 15-17—New Orleans—Third Annual Central American Conference, Hilton. Will include workshops on the generalized system of preferences, financing, Central American marketing, tourism, and business opportunities. Contact Commerce's New Orleans District Office.

Feb. 16—New York—FCIB Drug, Chemical & Food Export Club meeting, Summit Hotel.

Feb. 21 — New York — FCIB Hardware-Automotive & Allied Trades Group meeting, Summit Hotel.

Feb. 21 — Memphis — World Trade Club meeting. Deputy Asst. Secretary of Commerce Alan Reich will speak.

Feb. 22—King of Prussia, Pa.—Seminar on Export Opportunities in Iran, Holiday Inn. Philadelphia District Export Council, 215-597-2852.

Feb. 23—Jackson, Miss. & Birmingham, Ala.—Jackson International Trade Club and Alabama World Trade Assn. meetings. Larry Theriot of Commerce's Bureau of East-West Trade will discuss Trade With Cuba.

Feb. 23 — Chicago — International Trade Club of Chicago seminar: Financing Export Sales, Palmer House. Information: 312-341-9021.

Feb. 23-24—Chicago—Seminar on Foreign Market Entry Strategies, presented by The Wharton School of the University of Pennsylvania. Information: 212-253-7262.

Feb. 23-24—Houston—World Trade Institute seminar on Foreign Tax Planning, Sheraton.

Feb. 26—Baltimore—Engineering Society of Baltimore seminar on international marketing. Commerce's Robert Fogelsong will speak.

Worldwide Business Opportunities

International trade specialists in the Department of Commerce and Foreign Service Officers in the U.S. Embassies and Consulates around the world are continually developing specific commercial opportunities through which American companies can find buyers, agents, partners or investors abroad. One of the major means for communicating these opportunities promptly and accurately to the U.S. business community is through the columns of this magazine.

The section that follows presents details about upcoming trade exhibits and trade missions, licensing and joint venture proposals, opportunities to sell to foreign enterprises, major construction and expansion projects, and visiting buyers.

U.S. Promotions Abroad

For more facts on these and other U.S. exhibitions write: Director, Office of International Marketing, Rm. 4015, U.S. Department of Commerce, Washington, D.C. 20230. For trade missions: Rm. 6051, U.S. Department of Commerce, Washington, D.C. 20230.

Pollution Control Equipment Exhibition. U.S. Trade Centers, London, April 3-6, and Paris, April 11-14. Recent research indicates demand for U.S. pollution control equipment and instrumentation is higher than ever. Both governments have tightened pollution control standards with more to come in the near future. Combined present consumption of pollution control equipment of $628 million is estimated to grow to $900 million by 1980. The United States alone accounted for 25 percent of imports in both markets. The forecast rate of growth of U.S. exports to the United Kingdom and France over the next 3 years is estimated at 17 percent per year. Of significant importance is that overall investment in all types of pollution control equipment and instrumentation will increase slightly faster than industrial investment, due to increased public, government and industrial concern with quality of the environment. Call Robert Connan, 202-377-3465.

Electrical Energy Systems and Equipment Solo Exhibition. Caracas. April 3-8. Especially designed as a showcase for U.S. equipment and technology in the field of electrical energy. The Venezuelan Government's "Plan V," covering 1976-80, designates electrical energy as an area of highest priority for capital investment. Market research by the U.S. Department of Commerce indicates that demand for electrical energy in Venezuela is increasing at a 12 percent annual rate. Venezuela's "Plan V" programs $3 billion for investment in electrical energy systems during the five-year period. Don T. Mathes, 202-377-3957.

U.S. Food Processing & Packaging Equipment Catalog Exhibition. Nigeria. April 3-8. Although Nigeria's food processing industry is still relatively underdeveloped, it is one of the most significant contributors to the manufacturing sector, representing over 34 percent (or $62 million) of the sector's overall production. Much of the food processing, however, is still limited to semi or raw crop processing. Major efforts are being made during the Third National Development period (1975-80) to diversify and further develop this sector. Toward this end, the Nigerian Government plans to invest some $753 million in the food processing industry. These funds will be applied to sugar and confectionery processing projects, fruit and vegetable processing plants, grain mills, bakeries, beverage plants, fish and meat processors, and dairies. Significant sales prospects for U.S. suppliers of food processing equipment should stem from these expenditures. Catalog Exhibitions, 202-377-3973.

U.S. Hospital and Medical Equipment Catalog Exhibition. Panama, Costa Rica and El Salvador. April 3-14. Of the $13 million worth of medical equipment imported by these countries in 1975, $8 million was supplied by U.S. manufacturers. All three countries have programs for expanding, modernizing or building new health care centers. Panama's development plan calls for construction and equipping of 225 health posts, 14 health sub-centers, and 4 rural health centers. Costa Rica will begin to equip new hospitals and clinics nearing completion in 1978; and plans for a private hospital/research center, if realized, would create additional demand for highly specialized medical equipment. A $15 million Inter-American Development Bank loan granted to El Salvador in 1974 is being used to build and equip 37 health centers and 55 emergency health posts, and construction of a 620-bed hospital in San Miguel is envisioned. Prospects for increased U.S. sales of medical equipment to these markets are excellent. Catalog Exhibitions, 202-377-3973.

Printing and Graphic Arts Catalog Exhibition. New Delhi, Bombay, Calcutta and Madras. April 3-14. The market for printing and graphic arts equipment is expected to grow at an average rate of 90 percent annually between 1977 and 1982, according to estimates based on market research in India. Imports of equipment in this product category are expected to reach $30 million in 1981. Emphasis is being placed on improved quality and efficiency, particularly for printed packaging, promotional materials, commercial stationery and trade literature. India's improved foreign exchange reserves and liberalized import control policies provide a unique marketing opportunity for U.S. exporters. Catalog Exhibitions Section, 202-377-3973.

Pulp and Paper Production Equipment. U.S. Trade Center, Stockholm. April 4-7. Off-site participation in SPCI 78, sponsored by the Swedish Assn. of Pulp and Paper Engineers in conjunction with sister organizations in Finland, Norway and Denmark. In Sweden, the market for pulp/papermaking equipment rose from $114 million in 1974 to $164 million in 1976 and is expected to reach $252 million in 1979. Imports doubled from 1974 to $120 million in 1976 and are projected to expand 80 percent to $216 million by 1979. U.S. suppliers are strong in the areas of process controls, computers and pollution equipment. Contact William Beiring, 202-377-3276.

Electronics Industry Production Machinery, Test Instrumentation and Special Materials Exhibition. U.S. Trade Center, Taipei. April 10-14. Market research on the above equipment shows the market in 1976 was US$133 million, with projections of $144 million for 1978 and $162 million for 1980. Imports were $65 million, $78 million and $94 million, respectively. The United States is the single major source for these products, accounting for 47 percent of imports in 1976. Market research and basic summary available. Contact Joseph Burke, 202-377-5402.

Analytica '78. Munich Fairground. April 18-22. Analytica, held in conjunction with the European Conference, "Biochemische Analytik," is considered to be the most important European communication center for biochemical and instrumental analysis. Held every two years since 1968, it has developed into an outstanding forum for the exchange of technical information between those engaged in research and production and users in research, education and industry. Don Schmadel, 202-377-2920.

Industrial Process Control Instrumentation Exhibition. U.S. Trade Center, Tokyo. April 24-28. Carefully researched projections of the Japanese market for industrial process control instrumentation indicate consumption in 1978 of $520.6 million with imports of $26.6 million, of which the U.S. share is estimated to be 87.2 percent or $23.2 million. Continued growth is indicated for electric/electronic, non-electric/non-electronic process control instrumentation and automatic control and regulator valves. Best sales prospects will be for electric and electronic instruments with applications in following industry sectors: industrial organic chemicals manufacturing; blast furnaces and basic steel mills; electricity generation and distribution; and water supply. Cantwell Walsh, 202-377-4399.

Packaging and Food Processing Equipment Exhibition and Seminar. U.S. Trade Center, Mexico City. April 25-28. Promotion campaign aims to attract the most highly qualified buyers, agents and representatives. U.S. sales are expected to exceed $300 million in the next three years. A market survey summary is available, outlining the best sales potential for U.S. companies in Mexico and other information about Mexican industry. Contact Charles Cummings, 202-377-4463.

"Construction USA '78". U.S. Trade Center, Taipei. May 1-5. The Republic of China (Taiwan) is experiencing a construction boom which should continue into the next decade. Its consumption of heavy construction machinery equipment, $147.7 million in 1976 and expected to reach $335 million by 1982, should accelerate as the 72 major infrastructure projects announced in the latest Six-Year Plan are implemented. The government has recently called for direct sourcing of capital equip-

ment in the construction equipment field, from U.S. suppliers in many instances. Nearly 200,000 new dwellings are required, the tall building ban has been lifted and a new 25-story World Trade Center Tower will be built as soon as operations are shifted from the present airport to the massive new Taoyuan International Airport west of Taipei in early 1978. Several large Taiwan construction contractors are acquiring valuable contracts in other markets. Contact Dave Horridge, 202-377-3399 or 4961.

Communications Equipment and Systems Seminar Mission. Sudan, Gabon and Ivory Coast. May 8-19. The African market for this equipment has shown steady growth through this decade despite general business downturns in 1974 and 1975. As the market becomes more technologically advanced, demand is expected to increase. With the OPEC dollar in Gabon and Sudan supporting generally sound economies, and the Ivory Coast's ambitious Five-Year Development Plan (1976-80), a favorable climate exists for increasing expenditures by public authorities and large private corporations. This bodes well for U.S. manufacturers. The mission will help develop market opportunities in internal telephone systems, microwave transmissions, data transmissions, data communications equipment, mobile equipment, and satellite communication programs. As the government in each country is the largest user of communications equipment, and these countries are candidates for modernizing their telephone networks, they should be particularly receptive to durable, efficient and versatile American-made products. Contact J. Richard Sousane, 202-377-2973.

EDP/USA '78—U.S. Trade Center, Milan. May 9-13. The only computer-related exhibition to be held in Italy during 1978, and considered the single most important EDP exhibition in Southern Europe. The Italian EDP market is forecast to double by 1980, reaching a value of $800 million. Imports in this same time period will show a similar growth, and U.S. firms will control the lion's share of this important market. Equipment and services with highest sales forecasts are mini-micro computers along with small systems, all forms of traditional peripheral equipment, data communications equipment, leasing of expensive systems and trained EDP manpower. Contact Bill McClure, 202-377-4975.

U.S. Logging and Woodworking Equipment Catalog Exhibition. Accra. May 10-12. In addition to logging, this exhibition theme will include reforestation equipment as well as conversion equipment for pulp, paper, plywood and veneer, and woodworking machinery. This vertical exhibition concept is particularly suited to Ghana. The Republic of Ghana has one of the highest GNP's ($4 billion) and per capita incomes ($416) in West Africa. The country has a sizable industrial base which produces wood products, paper, textiles, tobacco, food and beverages, and other manufactured products. The outlook for wood and wood products, the second leading export, has been improving; the United States, Ghana's top supplier, had a 15 percent share of the $61 million market for equipment and machinery for Ghana's logging and forestry industries in 1975. With emphasis in Ghana being placed more and more on local processing of logs, a wide range of equipment from sawmilling to woodworking are in strong demand. End-users and agent-distributors generally respect U.S. product lines. The official Ghana Timber Marketing Board favors increasing local processing of the many available species of hardwood for export, in particular, the production of knockdown furniture, mosaic floor boards, plywood and furniture parts. Catalog Exhibitions, 202-377-3973.

Geophysical Exploration Seminar/Exhibit. U.S. Commercial Office, Moscow. May 15-19. Geological prospecting is to be increased by approximately 50 percent in the current Five-Year Plan. Special attention will be given to prospecting for mineral deposits, oil and gas, iron and complex ores, copper pyrite and phosphorites. Areas of greatest interest include aeroelectroprospecting, aerogammaspectrometry, ship and air magnetometers and gravity meters, gravity meters for wells, acoustic methods, and use of holographic principles in seismic prospecting. Equipment sought includes replaceable core barrels of 59 to 76 millimeter diameter, multichannel x-ray radiometrical analyzers of ore compounds, non-crystal precision x-ray radiometrical analyzers with semi-conducting detectors, portable seismic stations, and gravity meters. Contact Tony Bilecky, 202-377-3376.

Aviation Equipment Exhibition. U.S. Trade Center, Sao Paulo. May 15-19. The market in Brazil for airborne avionics is projected to reach $17.8 million by 1979, and the market for ground-based avionics $9.6 million. Imports account for 90 percent of airborne avionics sales and 95 percent for ground-based avionics. Equipment with highest sales potential includes airborne communications, navigation, and flight instrumentation equipment; airborne and ground-based radar; ground-based navigation, approach, and landing aids; and airport support equipment. Demand for avionics and airport support equipment should continue to increase as a result of planned airport modernization and construction, growth of the civil aviation fleet, and passage of government regulations concerning mandatory use of transponders in radar control environment and proposed permission for single-engine IFR flights. Sam Dhir, 202-377-5427.

Luxury Consumer Goods and Sporting Equipment. Caracas. May 15-20. The Venezuelan market for luxury consumer goods is expected to grow at an average annual rate of more than 30 percent through 1979, which will boost sales to over $200 million. Demand is a result of a long splurge by consumers, who are spending record petroleum revenues on prestigious American consumer goods. The Venezuelan demand for luxury consumer goods has led to a market share of 60 percent for U.S. products in this category. Tom Jacka, 202-377-4832.

Industrial Equipment Catalog Show. Brussels. May 28-June 1. Prime areas of growth potential for U.S. exports of industrial equipment to Belgium lie in the highly automated, labor-saving machines that American manufacturers use today, especially those that can be easily adapted to presently existing traditional equipment. Other growth areas would include component parts for highly sophisticated, electronic materials handling systems and component parts for CNC machine tools. Catalog Exhibitions Section, 202-377-3973.

Laboratory Instruments Exhibition. Kuala Lumpur. May 29-June 2. This is the next regional fair scheduled in the Department of Commerce's ASEAN export promotion drive. Capitalizing on a regional market approach, the promotion campaign for this event is targeted toward countries noted for their growth potential and technology/quality consciousness. Scientific and industrial analytical instrument import figures for Singapore, Malaysia and Indonesia alone totaled over $85 million in 1976 and are expected to increase at an impressive rate over the next several years. To increase your market share, to introduce your products and/or to locate representation, plan to participate by contacting J. Lee Barnes, 202-377-3893.

Industrial and Commercial Security Equipment. U.S. Trade Center, Paris. May 30-June 2. The market for this equipment in France continues to grow. Government-supported anti-burglary campaigns and dramatic insurance premium discounts provide additional incentive for the installation of both fire and theft detection equipment and systems. Robert Wallace, 202-377-3748.

Process Controls Technical Sales Seminar. GDR, Czechoslovakia, Bulgaria. June 2-16. Top priority is given to bolstering export capabilities to the West by improving production quality and alleviating chronic skilled labor shortages. Advanced process control equipment and technology is being sought to meet these priorities. Dick Bell, 202-377-5163.

Warehousing Systems Exhibition. U.S. Trade Center, Tehran. June 4-8. The Iranian Government is committed to an intensive program of expanding and providing new warehousing facilities to accommodate the large quantities of imported capital goods. Excellent opportunities exist for American firms in the areas of warehousing equipment, fire protection systems, material handling equipment, and property protection equipment. The market for warehousing systems in 1978 is estimated to be $150 million, with growth bringing it to $200 million by 1980. Call Rogers L. Brackeen, 202-377-2952.

Industrial Process Control Instrumentation Exhibition. U.S. Trade Center, London. June 5-9. The U.K. market for process control instrumentation was valued at $500 million in 1976 and is projected to be $800 million by 1982. Availability of high quality crude oil from the North Sea is spurring ambitious plans for a huge petrochemical industry in the U.K. This opens many opportunities, since U.S. firms are highly regarded for technological ability and sophisticated equipment, especially in areas of natural gas liquids production, petroleum refineries, plastics and synthetics, drug manufacturing, paint manufacturing, organic chemicals, primary metals and electricity generation and distribution. Bill Flanagan, 202-377-3459.

Electronic Components Exhibition. U.S. Trade Center, Sao Paulo. June 5-9. The Brazilian market for electronic components, including electron tubes, passive components and semiconductors, has shown continuous expansion during the past 10 years. The average annual rate of growth through 1980 is projected at 9 percent, with a total market of $582 million in 1980. The U.S. share of the import market is expected to reach 58 percent in 1980, an increase of 10.4 percent over 1976. Best sales prospects for U.S. manufacturers of electronic components include glass, vitreous enamel, ceramic and variable capacitors; device sockets and socket panel connectors; delay lines; two-layer printed circuits; discrete and multidigit light-emitting diode readout devices; fractional HP motors; bipolar small signal transistors; R.F. microwave power transistors; rectifiers; thyristors; optoelectronics; digital bipolar memory; linear amplifiers; voltage regulators and references; and

digital MOS. Annette V. Napper, 202-377-5427.

Environmental Protection Seminar/Exhibit. U.S. Commercial Office, Moscow. June 5-9. The Soviet Union has indicated considerable interest in anti-pollution technology and equipment for air, water, and sewage purification, and in implementing the U.S.-Soviet "Agreement in the Field of Environmental Protection." Because of the gap between the Soviets' domestic supply and their need for sophisticated pollution abatement equipment, they must turn to Western sources. Call Nancy Rinehart, 202-377-2801.

U.S. Agricultural Machinery and Equipment Catalog Exhibition. Guatemala, Honduras, Nicaragua. June 5-13. The economies of Guatemala, Honduras and Nicaragua remain heavily dependent on agriculture, despite its gradual decline in relative importance. Development is taking place against a background of traditional agriculture, oriented largely towards export crops rather than food crops for the area's rapidly growing population. In each country, agriculture is still the major source of export earnings, derived principally from coffee and cotton in Guatemala and Nicaragua, and from coffee and bananas in Honduras. Land cultivation is generally not intensive. Development activities are pursued largely on a country rather than regional basis. Catalog Exhibitions, 202-377-3973.

Cargo Handling Seminar Mission to Morocco, Algeria, and Tunisia. June 5-16. Rapid rates of economic development in these North African countries are stimulating strong demand for improved cargo handling facilities. Algeria is embarking on an ambitious program of expanding and modernizing its ports; Morocco is turning increasingly to containerization; and Tunisia is allocating $90 million of its new Five-Year Plan to port enlargement. Container handling, intermodal freight transfers, and quick loading and unloading techniques are the subjects of greatest interest in these countries. Call Art Laemmerzahl, 202-377-3741.

Metal Finishing & Surface Treatment Equipment and Supplies Exhibition. U.S. Trade Center, Milan. June 6-9. Conditions in the Italian metal finishing market now favor increased penetration by American manufacturers of metal finishing and surface treatment equipment and supplies. A new push for modernization and cost reduction through installation of labor saving equipment is projected to result in a 28 percent jump in U.S. metal finishing and surface treatment equipment exports to Italy by 1981. Moreover, the recent rebound of the Italian economy, the stability of the lira, the termination of both the import deposit policy and the foreign exchange purchase tax, and the recent upward shifts in the value of the West German and Swiss currencies make Italy a very competitive market for U.S. producers. In 1976, imports of subject U.S. equipment totaled $4.75 million, amounting to some 15 percent of Italian imports. U.S. sales were up in the categories of painting preparation and painting equipment ($1.44 million), polishing equipment ($1.38 million) and cleaning equipment (0.96 million). Forecasts for future U.S. sales are very favorable, with totals projected to reach $6.08 million by 1981. U.S. materials and supplies sales appear very favorable and offer an excellent potential for future growth. For further information and a detailed description of the market, call C. E. Walls, 202-377-3462.

Business Equipment and Systems. U.S. International Marketing Center, Sydney. June 12-16. The market for this equipment in Australia is expected to increase from an estimated $176 million in 1977 to $305 million in 1980. This resurgence of growth will occur as greater emphasis is placed on modernization and improved cost-saving techniques. Carolyn Creatore, 202-377-4957.

Printing and Graphic Arts Equipment. Caracas. June 26-July 1. Venezuela's market for graphic industries equipment is expanding vigorously, and is projected to top $54 million a year by 1981. The government, in an attempt to deploy the fruits of the oil boom, is strengthening and diversifying the economy. Business and government are both becoming more document-conscious, and improved living standards are generating new interest in reading matter and product packaging. The printing industry will increase its investment in equipment by an average of 11 percent annually from $35 million in 1977, to meet the rapidly growing demand. The last four U.S. trade fairs in Venezuela were oversubscribed. Space can be assured by pre-registration with Hans J. Amrhein, 202-377-2332/2995.

Petroleum Exploration & Extraction Equipment Catalog Exhibition. Rio de Janeiro. June 27-30. The immediate demand for petroleum equipment in Brazil has encouraged Commerce Department participation in OFFSHORE BRAZIL—The Latin American Oil Show. The Government of Brazil has moved to give the petroleum exploration and extraction industry the highest priority for development, including certain import tax, license, and competitive exemptions. U.S. exports of drilling equipment reached $32.5 million in 1976, increasing since 1972 at a striking average annual increase of 45 percent. Catalog Exhibitions, 202-377-3973.

Communications Equipment Exhibition and Seminar. U.S. International Marketing Center, Singapore. July 3-7. The Telecommunications Authority of Singapore has budgeted $1.5 billion in its long range investment program for communications equipment. Total imports of communications equipment were $185 million in 1976. Malaysia has allotted $430 million for communications equipment through 1980. The State Telecommunications Corporation of Indonesia plans to spend $430 million on telephone equipment purchases alone by 1979. The total market for communications equipment in these three countries is projected to be over $600 million by 1982. Contact Todd W. Burns, 202-377-2051.

Packaging Equipment Exhibition. U.S. Trade Center, Taipei. July 10-14. Due to the large volume of exports by Taiwan, there is competition to improve the appearance, safety and durability of products. This trend will cause imports of packaging equipment to increase in the next three years by 40 percent compared with 1976. Market size in 1976 was US$5.9 million with projections of $7.2 million for 1978 and $8.4 million for 1980. Market research and basic summary available from Joseph Burke, 202-377-4961 or 5402.

Telecommunications Equipment and Systems Seminar Mission to Mexico, Costa Rica, El Salvador, Guatemala. July 12-29. Excellent markets exist in Mexico and Central America for U.S. manufacturers of telecommunications equipment. Through 1982, Mexico has planned expenditures of approximately $360 million, of which almost $230 million will be procured abroad. Costa Rica, El Salvador and Guatemala, with virtually no local production of this type of equipment, will spend approximately $170 million through 1982 on telecommunications equipment. Product areas to be promoted on this mission include telephone and telegraph apparatus, data communications equipment, non-broadcast radio and T.V. equipment, broadcasting radio and T.V. transmission and studio equipment and communications test equipment. Walter Bastian, 202-377-3636.

AMTECH '78. Business Equipment, Computers and Health Care Equipment. Wellington. July 24-28. The current market for computers and business equipment in New Zealand is over $60 million and is expected to double by 1981. New Zealand enjoys a comprehensive health care program and by 1981 yearly expenditure for equipment and supplies is expected to reach $27 million. Harry Stringer, 202-377-4957.

Forestry and Sawmill Equipment Exhibition. U.S. Trade Center, Mexico City. Aug. 1-3. Mexico has over 100 million acres of forested land but must supplement its local production of rough-cut wood through imports. To reduce the need for imports the current Mexican administration plans to invest $727 million in forestry and sawmill operations between now and 1982. Consumption of forestry and sawmill equipment should increase 44 percent annually to $108.4 million in 1980, 80 percent of which will be met by imports. U.S. machinery, favored for its advanced technology, high quality and superior parts and service availability, will maintain a 50 percent share of the Mexican import market for forestry and sawmill equipment. A wide range of products will be promoted at this exhibition. Mary R. Wiening, 202-377-2313.

Fluid Power Exhibition. U.S. Trade Center, Taipei. Aug. 7-11. Taiwan's fast-growing economy and the parallel growth of wage rates have resulted in a demand for fluid power equipment, which is seen as a superior method for automating and improving quality control in a variety of manufacturing facilities. Imports account for 90 percent of the fluid power equipment marketed in Taiwan, and the U.S. has the largest share after Japan with sales of over $10 million in 1976. The Industrial Development Board is actively promoting the use of fluid power technology; as Taiwan becomes involved in the production of simple fluid power components, demand for more sophisticated U.S. equipment will grow rapidly. Call Robert Blake, 202-377-5401.

Scientific, Industrial and Medical Instrumentation Exhibition. Manila. Aug. 14-18. The Philippines imports most of the scientific, industrial analytical and medical instruments and related equipment it requires. In 1976, $13.7 million worth of scientific and industrial analytical instruments and $6.8 million worth of medical instruments and related equipment were imported into the Philippines. Imports of scientific and industrial analytical instruments are forecast to grow at a rate of about 15 percent, and imports of medical instruments by 5 percent per year through the early 1980s. The United States is the leading supplier of all types of instruments, and this trend is expected to continue in the face of strong competition from Japan, and to a lesser extent, West German and British instrument manufacturers. Presently, U.S. firms supply 35 percent of the scientific and industrial analytical instruments and almost 60 percent of the medical instruments and related equip-

ment imported into the Philippines. Lars Lofas, 202-377-4227.

Leisuretime U.S.A. Exhibition. U.S. Trade Center, Tokyo. Aug. 28-Sept. 1. Japan, with a population of 113 million and a per capita GNP of $4,900, is the largest overseas U.S. market. Japan accounts for approximately 8 percent of total U.S. exports of leisuretime products included in this theme. Accelerating trends of a five-day workweek and increasing disposable income favor promotion of leisuretime goods. Theme products include: golf equipment, fishing rods, reels and tackles, hand-held power tools, tennis rackets and balls, snow and water skis, baseball, football, basketball, volleyball, ice hockey equipment, motion picture cameras, projectors and screens, musical instruments, and related others. Irwin D. Nathanson, 202-377-4390.

Chemical/Petrochemical Processing Machinery and Instrumentation. U.S. Trade Center, Mexico City. Aug. 29-Sept. 1. Mexico is currently carrying out plans to double crude oil production by 1982, and has earmarked $7.65 billion for the petrochemical industry. Purchases of machinery and instrumentation by Mexican chemical/petrochemical processors are forecast to grow at an annual rate of 24 percent during the next several years. Despite substantial growth in Mexican production of needed products, a greater share of demand will be met by imports, projected at $396 million annually by 1980. Call 202-377-2313.

U.S. Exhibition at Selkhoztekhnika 1978. Moscow. Aug. 31-Sept. 14. The largest exhibition of agricultural machinery, equipment, instruments and technology to be held in the Soviet Union in 1978. The third international exhibition will focus on almost all areas of agri-business and affords American producers a genuine marketing opportunity. Bob Bradshaw, 202-377-5164.

General Industrial Equipment—U.S. Exhibition at the 34th International Trade Fair. Plovdiv. Sept. 3-10. Bulgaria has increasingly turned to the West for products and technology unavailable from communist markets, and, as a result, Bulgarian-U.S. trade has increased ten-fold in the past five years. Bulgaria stresses modernization and expansion of existing plants and equipment under its Seventh Five-Year Plan (1976-80). It is estimated that 55 percent of total capital investment of $30 billion will be expended for modernization and reconstruction programs, compared with 30 percent under the 1971-75 plan. Investment in machine-building and metalworking, chemicals and electronics, which comprise the main branches of the industrial sector, have highest priority for future development. Tony Bilecky, 202-377-3376.

Chemical/Petrochemical Processing and Equipment. Leipzig Fall Fair. Sept. 3-10. GDR government planners have placed special emphasis on the rapidly expanding chemical/petrochemical industries. The current five-year plan, 1976-80, calls for an increase in crude oil processing capacity from 17 million tons in 1976 to 23 million tons in 1980 and for the production of more chemical feedstocks. Annual production of plastics, especially low and high-density polyethylenes and polyurethanes, will reach 930,000 tons by 1980. The output of synthetic fibers is planned to hit 140,000 tons per year by the end of the plan. A new acrylic fiber plant is planned. The plan calls for increased production of nitrogen, phosphate, and calcium fertilizers. New chlorine plants are slated to supply domestic plastics and export markets. Production of pharmaceuticals is to rise by 65 percent. The outlook for other chemicals and downstream petrochemicals industries is also one of accelerated development. Reginald Beckham, 202-377-2801.

Plant Operations and Industrial Maintenance Equipment Exhibition. Seoul. Sept. 4-8. Korea's consumption of plant operations and industrial maintenance equipment is expected to reach $293 million in 1982, with imports providing two-thirds of the industry's needs. U.S. suppliers could easily capture at least one-fourth of this potential as import liberalization makes purchases easier, and rising labor costs encourage automation. A significant demand exists for the following product lines: environmental controls, safety equipment, maintenance and materials handling equipment, power generation, and security systems. Call Fred Ott, 202-377-5895.

Plastics & Rubber Production Machinery & Materials Exhibition. Caracas. Sept. 4-9. The Venezuelan market for plastics and rubber production machinery, accessories and plastic materials is considered one of the best among developing nations. The United States is presently selling over 50 percent of the plastic raw materials and 35 percent of machinery needed by the Venezuelan plastics and rubber industries. The total market requirements for equipment in 1975 jumped 51 percent over 1974 and in 1976 increased 30 percent over 1975, and should continue at the same rate through 1980. To obtain a copy of the market research summary and registration forms for this financially rewarding exhibit, call Charles M. Cummings, 202-377-5812/2995.

International Security Equipment Fair. Essen, Germany. Sept. 11-15. The rising need for security and safety devices is mainly explained by the fact that terrorism in Europe has increased and police are no longer completely able to protect individuals or property. Protection by technical installations is one of the best means of crime prevention. In 1976 the German security equipment market totalled $1.2 billion, with the United States supplying about $60 million. By 1982, the market is projected to increase by 36 percent. The U.S. share, at that time, is predicted to reach $88 million. Contact Loretta Allison, 202-377-2905.

Food Processing and Packaging Equipment Exhibition. U.S. Trade Center, Sao Paulo. Sept. 11-15. Sales of food processing and packaging equipment in Brazil totaled $94.5 million in 1976 and imports amounted to more than $27 million. U.S. exports of food processing and packaging equipment to Brazil have been projected at a 20 percent level, but U.S. exporters face serious competition from European manufacturers. A few of the best prospects are crushing machines for cocoa beans and grain, presses for wine, milk homogenizers, ice cream making machines, refrigeration equipment, orange juice extractors, multipackers, thermoforing equipment, and shrink packaging equipment. A summary of the Commerce Department study of the Brazilian market for food processing and packaging equipment pinpoints additional high potential sales items. A copy of the summary is available from G. Lincoln McCurdy, 202-377-5427.

Australia's International Engineering Exhibition. Sydney. Sept. 11-16. Under the aegis of the U.S. International Marketing Center in Sydney, the American Pavilion in AIEE will feature 5 product categories: CAD/CAM equipment, machine tools and metalworking equipment, process control instruments, pumps, valves and compressors, and industrial hand power tools. AIEE, "engineered to sell," is the largest event of its kind in the Southern Hemisphere and draws exhibitors and visitors from around the globe. Robert McLaughlin, 202-377-4957.

Advanced Medical, Surgical and Dental Equipment—Brno International Engineering Fair. Sept. 15-23. Czechoslovakia plans to upgrade the level of medical services to its general population through 1980. Advanced medical research equipment, examination and diagnostic instruments, blood and organ analysis instruments, sophisticated surgical equipment, advanced life support systems, and radiological diagnostic and treatment equipment all have good potential. Tony Bilecky, 202-377-3376.

Aquatech '78—Water Technology Equipment. Amsterdam. Sept. 19-23. Recently completed market research indicates that the Netherlands is an excellent market for American water technology equipment. Dutch expenditures on this equipment reached $60 million in 1977 and are forecast to surpass $100 million in 1981. Imports in 1977 were estimated at $16.5 million, up from $11.5 million in 1975. Continued growth is anticipated, with imports valued at $27 million forecast for 1981. Imports from the United States represented 17 percent ($2.8 million) of the Netherlands' total imports of these products in 1977. With sales of American equipment to the Netherlands projected to be $4.6 million in 1981, this is a must exhibition for growth-oriented U.S. manufacturers and distributors. Contact Helen Burroughs, 202-377-4941.

Building Products, Materials, Systems and Equipment Exhibition. U.S. Trade Center, Tokyo. Sept. 25-29. Building and construction products in Japan in 1976 represented a $37 billion market. The forecast for 1980 is $54 billion. Imports for 1980 are expected to reach $1 billion, of which the U.S. share is estimated at over $300 million or about 30 percent. New construction for 1976 was 2.3 million units valued at $79 billion, and is expected to increase to 3.1 million units at an estimated value of $110 billion by 1980. Market summary and basic research available. Robert Levine, 202-377-4379.

Nuclear Industry Exhibition, NUCLEX 78, Basel, Switzerland. Oct. 3-7. Held every 3 years, NUCLEX is a prestigious international event in which the majority of the significant suppliers of nuclear equipment and services throughout the world participate. It attracts more than 12,000 professional and trade visitors from all European countries and from most countries outside Europe. In Europe and the Middle East alone, there are now 84 nuclear power plants in operation, 68 under construction, 31 additional ordered, and an estimated 65 planned for construction in 1978-83. NUCLEX encompasses all nuclear related equipment, including instrumentation for research and operations, reactors and power generating equipment and hardware of all types, waste solidification and water and air treatment, process controls and automation equipment, fuels and materials, computers for nuclear applications, and all services concerned with nuclear planning, siting, construction, transportation and monitoring. Herbert H. Lindstrom, 202-377-2795.

Licensing, Investment Abroad

NIGERIA—Established firm seeks licensing or joint venture arrangement to produce **educational equipment and supplies such as tempura paints, dusters, scissors, paint brushes, crayons.** Production of low-cost playground equipment is also of interest. Company currently involved in construction, importing, distributing. Catalogs, brochures needed. Representative of company will be in U.S. in late April to follow up with interested U.S. firms. Overseas Products & Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-78071. OPIC.

0100, 0200, 2000—NIGERIA—Firm seeks U.S. joint venture partner for **agricultural development.** Has 6,000-acre site in Imo State. Under consideration are: cultivating and processing tomatoes, corn, rice; raising of hogs and poultry, including turkeys. Chuku C. Ezikpe, Pres., A.M. Technical, G.P.O. Box 1474. Lagos. Telephone. 45977; cable AMTECH. P-78046. OPIC.

0100, 0200—SAUDI ARABIA—Prestigious firm seeks U.S. partner for agricultural development. **Vegetable production, animal husbandry and dairy farming** are under consideration. Saudi Ministry of Agriculture will aid newly established agricultural companies by granting land in areas having sufficient water resources, interest-free loans, other facilities. Firm prepared to invest sizable amount of its own funds and is seeking equity investment by American partner. Size of investment is negotiable and supply of expertise and some equipment are acceptable as an investment share. Overseas Products & Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-78052. OPIC.

1429—YEMEN—Over 10 million cu. m. of mineable **marble** has been discovered in Yemen. Location of deposits is in Al-Waza'Ia between Taiz and Southern Port of Mocha. Shaykh Abdullah Muhammad Salih, contractor in YAR, is looking for firm interested in joint venture to extract, process, and market the marble. Salih would require firm with management and technical expertise. Equipment could be furnished by foreign partner as part of its investment or it can be procured jointly. Contact: Commercial Office, U.S. Embassy, P. O. Box 1088, Sana. P-78072. OPIC.

1500, 1600—SAUDI ARABIA—Firm seeks U.S. partner for **construction of buildings, roads and sanitation facilities.** Is prepared to invest up to $568,000; expects U.S. partner to provide same amount for initiating joint venture. Percentage of financial participation is negotiable. U.S. partner is needed to expand and improve current capabilities and to be able to take on additional contracts. Saleh Moh'd Al-Sultan, Sultanah Establishment, P.O. Box 2368, Dammam. P-78047. OPIC.

2000—HONDURAS—Firm seeks licensing arrangement to produce **children's wear (boys and girls).** Product will be sold in Central America. Felix S. Mohomar, Textiles "Maya", Aptdo. Postal No. 5, San Pedro Sula. P-78065. OPIC.

2452—GREECE—Seeks licensing and/or joint venture arrangement with U.S. firm to manufacture **prefabricated buildings for workers' camps** for export to Middle East. Established in 1963, employs 140; makes ordinary and veneered boards and wishes to expand its activities. Firm has a good reputation and had an estimated 1976 turnover of 147 million drachmas. R. Deffence, Gen. Mgr., Panobel S.A., 5-7 Christou Lada St. Athens 124. WTDR. P-78044. OPIC.

2511, 2512—EGYPT—Local group interested in acquiring know-how to produce **particle board furniture.** U.S. firm could be compensated by equity share in venture or by licensing or contract payments. Representative of the group plans to be in U.S. in mid-February for discussions with interested companies. Overseas Products & Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-377-3786 or 377-4065. P-78070. OPIC.

2621 — ZAIRE — Influential businessman seeks joint venture to establish **paper mill.** Has access to timber concessions; prepared to invest around $2.4 million in project. Needs technical, managerial expertise. Currently there are no paper mills in Zaire, although several companies make packing paper from scrap. Lombo Sese, Ets. Lombo, P.B. 1711, Kinshasa. WTDR. P-78045. OPIC.

2750, 2771, 3944—DOMINICAN REPUBLIC—Commercial printing company seeks licensing arrangement to produce following items: **picture post cards, calendars, playing cards, greeting cards, jigsaw puzzles and children's games.** Firm established 1975, has 35 employees; annual sales, $250,000. Correspondence in Spanish necessary. Juan A. Quinones, Pres., Editorama, S.A., Aptdo. 2074, Santo Domingo. P-78064. OPIC.

2800 — ECUADOR — Technical know-how and financing sought to establish **facility for processing agave extract into saponin and steroids.** Machinery and equipment is estimated to cost $180,000; construction of plant, $10,000. Sr. Frenando Hidalgo C., Ministry of Industries, Commerce and Integration (MICEI), Dirreccion de Penquenas Industrias, Juan Leon Mera y Roca, Quito. Telephone: 527-988, ext. 140. P-78048. OPIC.

2842, 2891 — AUSTRALIA — Seeks sole agency and/or licensing, joint venture agreement to manufacture **industrial chemicals, particularly specialized products.** Currently has contacts with wide range of industry and is equipped to provide technical service. Not interested in flavor, ethical, perfume specialty and janitorial-type formulated products. Company operates throughout Australia and is subsidiary of Albright & Wilson Ltd. and ICI Australia Ltd. Firm is prepared to send representatives to U.S. for negotiations on short notice. J. G. Krigsman, Albright & Wilson (Australia) Ltd., P.O. Box 4544, GPO Melbourne, Victoria, 3001. Telex: AA30432. P-78062.

2842—UNITED KINGDOM—Seeks licensing, agency or other type of collaborative arrangement with U.S. firm to produce and/or market **cleaning materials to hotel, hospital and institutional trade.** Firm markets range of 40 cleaning products, has annual sales of 300,000 pounds sterling. Is subsidiary of Albright & Wilson Ltd., heavy chemical manufacturer with yearly sales of 300 million pounds sterling. D. R. Johnson, Dir. Albright & Wilson Service Product Ltd., P.O. Box 80, Oldbury, Warley, West Midlands B69 4LN, England. P-78063.

2851—AUSTRALIA—Seeks licensing or joint venture collaboration with small to medium size firm to produce **industrial paints applied to metal, and especially water based industrial epoxy and acrylic coatings.** Company manufactures enamels, lacquers, epoxys and thinners for industry and has annual sales of about $500,000. K. J. Beeston, Lacquer & Enamel Supplies (Aust.) Pty. Ltd., 120 Tennyson Rd., Mortlake, N.S.W. 2137. P-78025.

2869—GERMANY—Seeks licenses to produce **special chemicals for use in on-shore drilling.** Established in 1971, firm has 40 employees; annual sales, 6 million deutschemarks. Is a major supplier to oil drilling and cement industries. Mr. Chandresehar, Mgr., Phrikolat Chemische Erzeugnisse GmbH, Postfach 361, 5200 Siegburg. Telephone: 02241/61041; telex, 889555. P-78030.

3079 — TRINIDAD & TOBAGO — Seeks joint venture partner to establish plant to **extrude expanded vinyl sheets and laminate supporting fabric** principally for furniture and upholstery industry. Factory is planned to have an initial capacity of about 1 million yd. of 54″ fabric per year,

Important Notice

Most member countries of the League of Arab States employ a secondary boycott against foreign firms which undertake certain specific types of business relationships with the State of Israel. The Commerce Department will not disseminate nor make available for inspection any tenders or trade opportunity documents which contain conditions intended to support such boycotts, or which are based on documents known to contain such provisions. Trade or investment opportunities published herein are not presently known to be subject to such conditions. However, it is possible that U.S. firms responding to opportunities from Arab countries may be asked at some stage of a transaction to participate in an Arab boycott-related restrictive trade practice as defined in the Department's Export Administration Regulations (15 CFR, Part 369 et. seq.).

Firms are reminded that it is the policy of the United States (a) to oppose restrictive trade practices or boycotts fostered or imposed by foreign countries against other countries friendly to the United States, and (b) to encourage and request U.S. concerns engaged in the export of articles, materials, supplies, or information to refuse to take any action, including the furnishing of information or the signing of agreements, which has the effect of furthering or supporting such restrictive trade practices or boycotts. Accordingly, U.S. concerns receiving such requests to participate in a restrictive trade practice or boycott are encouraged and requested to refuse to comply with them.

Firms are further reminded that U.S. concerns receiving requests to participate in a restrictive trade practice or boycott must report such request to the Department of Commerce in accordance with Section 369.6 of the above-cited regulations.

Licensing and investment proposals from foreign firms are listed in these columns. Specific product interests in each proposal are highlighted in bold type to facilitate identification and each proposal is preceded by the appropriate four-digit product number taken from the Standard Industrial Classification (SIC) Manual.

Background information on opportunities abroad and assistance on overseas investments are available from the Overseas Products and Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. "P" numbers should be used when responding to any of the specific proposals listed.

WTDR indicates that a World Traders Data Report containing financial and background information on the foreign firm is available for $15 from the Export Information Division, Room 1033, U.S. Department of Commerce, Washington, D.C. 20230. WTDR request forms may be obtained from any Commerce District Office.

OPIC indicates that the country involved is eligible for investment insurance coverage and financing from the Overseas Private Investment Corporation. Information regarding applicable coverage may be obtained from OPIC, Washington, D.C. 20527.

with expansion probable if venture is successful. Foreign equity in manufacturing firms is limited to 40 percent and project will require approval by Government of Trinidad & Tobago. Government assistance for new industry is available. U.S. partner will be expected to provide technical assistance and whatever training is required to make plant operational. Local firm is small and is manufacturer, agent and distributor of electronic heat sealed goods. Clayton M. Headley, Mgr. Dir., Bilmor Ltd., 12 Borde St., Port of Spain, Trinidad, W.I. WTDR. P-78038. OPIC.

3251, 3253 — NIGERIA — Seeks U.S. financial partner with Ondo State Investment Corporation to finance **ceramic factory** to be sited at Akoko area of Ondo State. Feasibility study has been completed. T. O. Kolawole, Group Coordinator, Lampada Group (Industrial Promotion), P.O. Box 5, Ibadan. P-78066.

3312—GERMANY—Large manufacturer of heating equipment of various types for industrial and domestic applications as well as specialty machinery, seeks U.S. technology to produce **heat pipes used in heat reclaiming installations.** Company operates its own distribution network in Fed. Rep. of Germany and exports to 70 other countries. Employs 1,100. T. F. Nickel, Export Mgr., Frank'sche Eisenwerke AG, Postfach 260, D-6340 Dillenburg/Adolfshuette. Telephone, 02771-98460; telex, 0873217; cable, FRANWERKE DILLENBURG. P-78035.

3316, 3315—MEXICO—Manufacturer of structural steel bars, nails, barbed wire, annealed wire, is seeking licenses for manufacture of **special steels and wire products.** Firm also interested in acquiring 10" ton electric arc furnace. Established 1952, employs 75. Ing. Adrian Garza y Garza, Gerente de Planta, Siderurgica Postosina, S.A., Eje 109 y Av. Progreso Zona Industrial, San Luis Potosi, S.L.P. Telephone: 279-50. P-78058.

3400—AUSTRALIA—Large manufacturer of stainless steel fabricated products currently manufacturing for building trade in form of **stainless steel urinal slabs, ablution troughs, special sinks and drainers,** seeks licensing arrangement to produce similar stainless steel fabricated items. Colin R. Risstrom, Sales Dir., Glenrose Stainless Steel, 165 Donald St., East Brunswich, Victoria, 3057. P-78060.

3423—FRANCE—Large corporation, specializing in manufacture of **tungsten carbide edge tools for machine tool industry, consumable parts of tungsten or special steel for earthmoving and mining industry,** seeks to develop new lines and would like to manufacture under license products which would be complementary to its existing production. Firm is subsidiary of Pechiney-Ugine-Kuhlman, sixth largest French holding company. Employs 1,500. Henry Clave, Mgr., Societe Eurotungstene, B.P. 49, 01002 Bourg-en-Bresse; telex, 330128. P-78033.

3433—GERMANY—Seeks license or joint venture to produce **solar water heating equipment.** German firm flexible as to range of cooperation. Is primarily manufacturer of metal tanks and vessels. Established 1968, employs 150. Horst Flachmann, Oeltank-Hansen GmbH KG, Am Weidenbach, 5300 Bonn-Beuel 1. P-78054.

3433—SPAIN—Medium sized manufacturer of pyrotubular steel boilers seeks technical know-how to produce **steam boilers** within range of 1,000 and 50,000 kg./hr. and steam for pressures between 2 and 60 kg./sq. cm. Firm's plant is in Madrid. Firm has four affiliates selling its products in Spain; also has 30 sales agents. Jose de Benito, Mgr., Sadeca-S.A. de Construcciones Automaticas Claudio Coello 69-B, Madrid 1, P.O. Box 1245, Madrid. P-78031.

3452—GERMANY—Firm interested in obtaining licenses from U.S. manufacturers of **special fasteners such as steel nails, non-ferrous nails, screws, bolts,** used mainly in building industry. Company has established worldwide sales network. Maintains 22 branch offices in Germany; has about 3,500 types of fasteners included within its production program. Employs 140. Horst Bierbach, Ernst Bierbach KG, Rudolf-Diesel-Str. 2, 4750 Unna. Telex: 8229288. P-78059.

3452—NEW ZEALAND—Firm seeks licensing arrangement to manufacture **nylon locking nuts and self tapping screws.** C. W. Mooney, Mng. Dir., Enzed Precision Products Ltd., P.O. Box 51106, Pakuranga, Auckland. Telephone 578516; telex, NZ 21416. P-78032.

3479—GERMANY—Firm seeks contracts with U.S. firms for **hot dip galvanizing of steel, steel structures and manufactured steel products** in Germany. Maximum sizes of products to be galvanized are 45 x 5 x 7.5 ft. Firm would also consider joint venture arrangement. Founded 1971, employs 60. Johannes Lankhof, Grossverzinkerei Weser-Ems, W. Weisshaupt GmbH KG, Postfach 29, Langenberger Str., D-2872 Hude. P-78036.

3494, 3564—FRANCE—Seeks to produce under license **air tight valves for ventilating hose, small size blowers, air washers, air filters for air conditioners, humidifiers (ultrasonic) and blower nozzles.** Presently makes measuring instruments, steam traps. Established 1949, employs 80. Good reputation. J. P. Holue, Commercial Mgr., Societe Industrielle Des Charmilles, 125 Ave. De Rosny, 93250 Villemomble. Telex, 212386F; telephone, 738-2175. P-78067.

3533—FRANCE—Distributor of equipment for **petroleum, nuclear, solar energy and pollution control industry** seeks joint venture. In oil area firm primarily markets equipment related to gas and crude oil pipe lines, refining and production. Employs 15, annual sales $3 million. Good reputation. Jacques M. Charmoz, Mgr., DIMAPE (Distribution de Materials Petroliers), 16 Rue La Fontaine, 75016 Paris; telex, 630 698; telephone, 524-3860. P-78051.

3552—GERMANY—Manufacturer of **warp tying machines, automatic equipment for production of hanging labels and semi-automatic drawing-in devices** seeks licenses to make related machinery. This would include production of precision machinery for weaving mills. Firm exports worldwide. Employs 50. EXACTA-Maschinenbau Schmidt & Hettler KG, In Buehlen, D-7410 Reutlingen 24. Telephone, 7121/262314; telex, 729635. WTDR. P-78026. Copies of firm's product brochures available from Overseas Products & Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230.

3560—NORWAY—Seeks joint venture or license to produce **oil-water separators.** System should be designed for shipping (bilge and ballast water), off-shore (process water) and oil terminals (ballast water). Waste water from system should not contain more than 15 ppm of oil. Firm is also interested in any system which can treat oil emulsions generated by use of detergents. Norwegian firm currently produces pumps, filters, waste water systems and machinery for process industries. Operates from new $40 million plant. Employs 750, is member of large group. Narve Hunseid, V.P. Thune-Eureka, POB N-3401, Lierbyen. P-78040.

3564—AUSTRALIA—Seeks license to produce **ventilator** whereby mechanical ventilation is provided through spinning action. Firm has 25,000 sq. ft. of plant space and machine capabilities include brake pressing, guillotine, spot welding, milling and turning. J. A. Leckey, Gen. Mgr., Hunt Engineering Pty. Ltd., 227-229 Abbotsford St., North Melbourne, Victoria, 3051. Telex: AA31701. P-78037.

3573—KOREA—Large firm interested in purchasing **fascimile communication equipment, mini and/or micro computers for corporate operations, representing U.S. manufacturers.** As sales develop, Korean company plans to import components for local production under license or joint venture. Currently, concern makes apparel and industrial nylon filament yarns and tire cord fabrics. Claims 1977 sales of over $123 million. Of the $12 million allocated for investment in new projects, large portion will be spent in electronics field. Firm has over 2,900 employees. Sun-Kun Lee, Asst. Mgr., Planning & Control Dept., Tong Yang Nylon Co., Ltd., 21-1, Seosomun-Dong, Chung-ku, Seoul. Cable, HYOSTAR Seoul; telex, HYOSTAR K2318; telephone, 771 11. P-78027. OPIC.

3582—GERMANY—Seeks license to produce **industrial ironing** or other machinery for apparel manufacturing industry. Established 1966, firm employs 90. Is part of group which includes manufacturer of transportation and conveying systems. Klaus Mokros, Veit KG, Bekleidungste-

chnik GmbH, 3 Rudolf-Diesel Str. D-8910 Lansberg/Lech. WTDR. P-78028.

3589—GERMANY—Seeks license to produce **complete garbage disposal systems, including garbage sorters, shredders and incinerators.** Presently firm manufactures precast concrete products, concrete paving stones, precast concrete garages. Also makes garbage disposal equipment for high rise housing units. Employs 150, enjoys good commercial reputation. Berend Lohmueller, Hermann Lohmueller, Weserstrandstr. 5-17, Postfach 710320, D-2820 Bremen 71. P-78069.

3622—SWITZERLAND—Manufacturer of industrial materials handling systems and automatic controls for operation of doors for residential, security and administrative purposes plans to expand. Seeks advanced technology to complete its marketing program. Product interests include: (1) **compact, programmable controls using microprocessor technology for automatic control of complex industrial type materials handling systems (transportation and storage of products within plants); also small drive motors, switches for use in systems;** (2) **automatic access control systems for banks, industrial buildings, automatic radars for identification; commercial and industrial alarms for use in banks and buildings.** Firm has expertise in advanced controls and drives, also can handle most metalworking operations. Has captured sizable share of Swiss market and some other European countries for automatic door controls. Has good connections with military, postal service, railway, as well as industry. Established 1961, financially sound. Ernest Aellen, Sales Mgr., Jakob Gilgen AG, 3150 Schwarzenburg. Telephone, 031/11 33; telex, 33 420. P-78041. Company brochures, further details available from Overseas Products and Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230.

3631—FRANCE—Seeks licenses to manufacture **household cooking equipment, small household electric appliances, household heaters, solar heaters and energy saving devices.** Currently firm produces heating and cooking equipment; markets in Western Europe. Employs 300; annual sales, $11 million. George Lazard, Pres. & Gen. Mgr., LACO, B.P. 4, 67340 Ingwiller. Cable: LACO INGWILLER; telex, 890262 F; telephone, 88-89.40.00. P-78049.

3632—SAUDI ARABIA—Seeks joint venture to assemble or manufacture **household refrigerators.** U.S. participant would have 40 percent equity. Saudi firm plans to produce or assemble 60,000 units of 9 to 13 cu. ft. refrigerators annually. Has received industrial license from government. Mohammad A. Bafarat, Gen. Mgr., Al Kadi Establishment, P.O. Box 5421, Riyadh. Telex, 20526 KADICO SJ; cable, TOFFAHA. P-78055. OPIC.

3633—EGYPT—Interested in joint venture to assemble **household washing machines.** Seeks contact with a major U.S. producer. Egyptian firm currently makes washing machines and refrigerators. Eng. Ali Hassanein, ISECO, 4, Mohammad Mazhar St., Zamalek, Cairo. Telephone, 814565/34059; telex, 92507 UN; attn. HASSANEIN. P-78042. OPIC.

3693 — GERMANY — Seeks licenses for manufacture of **electronic medical equipment,** for example, patient monitoring systems, cardiac simulators, defibrillators and other innovations in this field. Established 1964; specializes in development, production of electromedical equipment. Gustav Vogt, Mgr., LME Lohmeier Medizin Elektronik, Tuebinger Str. 5, D-8000 Muenchen 21. P-78068.

3822—PERU—Small firm recently organized to manufacture **automatic thermostats** seeks licensing agreement. Plant's annual capacity will be some 600,000 thermostats for refrigerators and 800,000 thermostats for cooking equipment. The thermostats are to be marketed in Peru, other Andean Common Market Countries. Production of thermostats has been assigned to Peru by ANCOM Commission and the interested Peruvian firm, Controles Termicos SIRL, has been authorized by Peruvian Government to undertake production. Firm is erecting factory at one of Lima's most modern industrial sectors. Won Mac, Controles Termicos SIRL, P.O. Box 3027, Ave. Materiales 3045. Lima 1. P-78034.

3841, 3842—MALAYSIA—Seeks collaboration with American company for manufacture of **medical and surgical rubber goods including gloves, dental dams, tourniquet and leg straps, surgical tubings** for domestic and export sales. Initial outlay of project is estimated at US$500,000 on joint venture basis. U.S. participation may be in machinery and equipment, but technical know-how and marketing assistance are required. Overseas Products & Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-78073.

3842—BOTSWANA—Government of Botswana desires to purchase **mobile operating facility** with one or two operating rooms, depending on cost. Unit should be prefabricated and self-contained. It must be in operation within the next six months or government will build permanent operating facility instead. Information on mobile operating units costs, options, etc., should be sent as soon as possible. Interested manufacturers should write c/o Ministry of Health, Private Bag 0038, Gaborone, Botswana, Southern Africa. Telephone: 5402. Copies of correspondence should be addressed to Overseas Products & Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-78050. OPIC.

3964 — AUSTRALIA — Established firm, specializing in light engineering field, seeks licensing arrangement to manufacture **metal fasteners such as eyelets, grommets, ferrules and metal closures such as screw caps for pharmaceutical industry.** Firm employs 91, has existing sales and distribution outlets. M. S. Brown, Mktng. Mgr., Eyelets Pty. Ltd., 40 Green St., Windsor, Victoria 3181. Telex: AA34245. WTDR. P-78061.

3979—INDIA—Seeks licenses and/or representation agreements to produce and market wide range of **electronic components.** Located in the Santa Cruz Electronic Export Processing Zone, company is equipped to make **power resistors, diodes and bridge and plastic rectifiers.** Seeks technology to manufacture **ceramic and electrolytic capacitors, micrometers, triacs, computer peripherals, CRT displays and microprocessors.** Also of interest are **mica paper and other electronic materials.** In addition, Indian company is interested in representing American producers of **small electronic telephone exchanges, computer peripherals, photo copy machines, minicomputers, miniature relays and key punch machines.** Company is in partnership with a leading local distributor of textile machinery and electronic instruments used in textile mills. President of firm plans to visit U.S. next month to pursue his licensing interests. K. Vijay Rao, Pres., International Power Semiconductor Pvt. (IPSL), Unit No. 6, SDF, Seepz P.O., Andheri East, Bombay 400 096. Cable, TRANSEMCON; telex, 011-3836. P-78056. OPIC.

4441, 4411—PHILIPPINES—Seeks joint venture partner to establish **shipping company** for interisland shipping. Services would include transporting people and goods between islands. American minority share of one-third which would entail investment of about $1.5 million is desired. Government guarantees and credits will be obtainable. Overseas Products and Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D. C. 20240. P-78057. OPIC.

7393—ECUADOR—Chief of security department of State Petroleum Corporation is interested in participation in **security training programs** offering physical security of commercial installations such as offices and warehouses and petroleum installations including refineries, field operations, pipelines. Ecuadorean official is interested in obtaining information on available dates, costs, requirements for participation in such courses. During U.S. visit, he would like to review security systems, monitoring equipment, robbery investigation devices. Interested American security firms should write: Mayor Lui Gudino, Jefe De Seguridad Fisica, Corporacion Estatal Petrolera Ecuatoriana (CEPE), Avenida Orellana y Juan Leon Mera (Esquina), Quito. P-78029. OPIC.

9911 — PANAMA — Seeks financing, construction, management assistance for **children's playground and adult recreation facility.** Firm is interested in discussing possibility of joint venture. In mid 1976, commission composed of officials of various Government of Panama agencies was appointed to undertake elaboration of master plan of this facility. Master plan can be inspected upon request by interested parties. Project facility will be constructed on 65 hectare track of land in area, with estimated value of $6 million. Overseas Products & Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-78053. OPIC.

Libya Seeks Joint Venture For Making Appliances

The Libyan Government continues to establish national companies to regulate the various commercial and industrial sectors. One such new company is the Libyan Arab Company for Domestic Electrical Materials, P. O. Box 12718, Tripoli, which after Feb. 15 will be sole authorized importer of domestic electrical appliances and materials.

Initially the company will limit itself to importation, but in the future it plans to engage in manufacturing and is seeking joint-venture partners which would be interested in constructing plants in Libya to manufacture such appliances as refrigerators, heaters, and air conditioners. American companies interested in this type of joint venture should write directly to Hassan K. Buserwil, senior official of the new company.

Hotel Planned For Egypt

A group of private Egyptian businessmen is planning to establish a "4 star", 200-room hotel on Al Roda Island on the Nile River in Cairo. The group is interested in receiving offers from U.S. firms to con-

struct and manage the hotel. Contact is also sought with suppliers of hotel equipment and furnishings. Interested companies should contact: Mohsen Taher, Egysan, 25 Senan St., P.O. Box 31, Abbassiah, Cairo. Telephone: 869321. P-78043. OPIC.

Licensing In U.S.

For additional information on these opportunities to manufacture foreign firms' products in the United States under an investment, joint venture, or licensing agreement, write to the Domestic Investment Services Staff, Bureau of International Commerce, Room 4020, U.S. Department of Commerce, Washington, D.C. 20230 (202-377-5361), referring to the appropriate file number.

Investment

GERMANY—Hydraulic folding presses. Company wants to lease building, with possible option to buy, of about 20 x 50 meters, plus office space, preferably in the Chicago area, but will consider others. Its assembly line will require one or two crane installations of 10-ton capacity each. Will train in Germany three American machine tool builders/engineers as new company nucleus. Paul Weinbrenner, Maschinenbau GmbH KG, Schwarzwaldstr. 1, D-7252 Weil der Stadt 2 (Merklingen). File 3727.

GERMANY — Machinery for processing plastics, wood and metal. Company wants to locate production facility preferably in southeast. Leopold Jaeger, owner, Trennjaeger Maschinenund Saegenfabrik, Rudolf Diesel Str. 1, 5350 Euskirchen. File 3728.

GERMANY — Machinery for processing thermoplastics, especially extrusion machinery. Walter Kuhne, Gen. Mgr., Kuhne GmbH, Postfach 3040, 5205 St. Augustin 3. File 3729.

GERMANY—Optical goods, primarily binoculars for domestic and military use. Karl Steiner, Steiner Optik, Postfach 1128, D-8580 Bayreuth. File 3730.

GERMANY — Low-voltage switchgear. Company presently has a U.S. manufacturing plant and seven branch offices for sales, repair and fabrication purposes. Although an additional manufacturing facility is not an immediate prospect, company would appreciate offers from interested U.S. communities regarding the availability of skilled labor, sites, transportation facilities, and services and assistance offered by the community to industry. Gerhard Lessing, Kloeckner-Moeller GmbH, Hein-Moeller-Str. 7-11, 5300 Bonn 1. File 3731.

GERMANY—Machinery for automatic deoiling, degreasing, drying and rust protection and prevention. Company wants to establish factory in U.S., but would also consider joint venture with suitable U.S. partner specializing in transportation systems for materials handling equipment. Heribert Steimel, Mng. Dir., Gebr. Steimel, 5202 Hennef, Steinstr. 2-4. File 3732.

Joint venture

GERMANY—Gaskets for European cars. Desires U.S. partner also engaged in producing gaskets and with good contacts in automotive industry and in spare parts aftermarket. Venture will employ 100-200 persons. Training in production of gaskets for European cars will be given at parent plant in Germany. In addition to joint venture, German company will also consider leasing plant and/or studying other offers. It has no special geographic preference. If it should start out with its own distribution company, the property offered should be sufficient to allow for expansion once production is started. Commercial Section, American Con. Gen., Urbanstr. 7, D-7000 Stuttgart 1. File 3733.

GERMANY—Tires, innertubes, retreads. Company prefers participating in an existing U.S. company. Gerhard Jaeger, Reifen-Wagner GmbH, KG, Johannisstra. 22-28, D-8300 Landshut. File 3734.

GERMANY—Sports clothing, especially ski pants, ski suits and parkas, leisure wear. Company will consider New York State prospects only, preferably with sales outlets in New York City. Ludwig Maul, Kleiderfabrik, Postfach 85, 800 Muenchen 15. File 3735.

GERMANY—Photo-technical products, especially special camera case of strong, transparent plastic film, water and airtight which can be used for scuba or skin diving as well as protection from dust and sand. Preferred location of partner (manufacturer of complementary products) is Florida, but potential partners in other parts of U.S. will also be considered. Hans-Joachim Goedecke, Goedecke & Co. GmbH, Innsbrucker Ring 157, 8000 Muenchen 80. File 3736.

GERMANY—Glass felt (roofing insulation material). Bert Haushofer, A W. Andernach KG, Dachbaustoffwerk, Maarstr. 48, 5300 Bonn-Beuel 1. File 3737.

GERMANY—Chemicals for textile, leather and plastics industries. If U.S. potential joint venture partner cannot be located, company intends to establish small plant preferably in Georgia, Massachusetts, North Carolina, South Carolina, Connecticut, or Rhode Island. Siegfried Grimeis, Dr. Th. Boehme KG, Chemische Fabrik, Isardamm 79-83, 8192 Geretsried. File 3738.

GERMANY—Antennas and lightning arrestors. U.S. partner should be metalworking firm. German firm will furnish components of its products, i.e , mobile communications antennas for assembly in U.S. plant. Small enterprise with 20 to 30 employees would be considered sufficient. Eventually the German firm will provide design and know-how and extend this project to production in U.S. Commercial/Economic Section, American Con. Gen., APO New York 09108. File 3739.

GERMANY—Bavarian style beer mugs. U.S. partner is to produce glass and porcelain mugs for which German firm will supply pewter lids. Herr Oppowa, Mgr., Bayerische Metallwarenfabrik Max Wagner GmbH KG, Wiesentalstr. 32, D-8500 Nuernberg. File 3740.

Licensing

AUSTRALIA—Braking system for use on towed vehicles. This is provisionally patented unique electrical sealed oil immersed system. Ralph Powell, Mng. Dir., Tropic Implements Co., P.O. Box 728, Cairns, Queensland 4870. File 3741.

AUSTRALIA—Sugar cane harvester; patented, universal (burnt or green cane) all weather harvester. J. M. Mizzi, P.O. Box 627, Ingham, Queensland, 4850. File 3742.

AUSTRALIA—Aerofoils for wind propelled vehicles. Peter S. Hodgkinson, 35 Endeavour St., Capalaba, 4157, Queensland. File 3743.

AUSTRALIA — Brick laying system. Unique, portable, reusable system to lay and support brick and block work over openings A.N. McMillan, 20 Iando St., Coombabah, Southport, 4216, Queensland. File 3744.

AUSTRALIA—Machinery for production and processing of blocks, sheets and moldings from expanded polystyrene. Specific equipment offered: pre-foamers (single- and two-stage), fluidized bed dryers, sieve units, mixing and metering systems, silo discharge screws, silo systems (also with automatic controls), block molds, round block molds, automatic molding machines, block cutting machines, hot wire cutting machines, complete cutting lines, pipe insulation cutting machines, routing machines and automatic routing units, pre-breakers and scrap mills, covering machines for roof insulation panels, batch machines for sandwich sheets, and drying units for finished products. Dipl. Ing. Franz Wieser, Handelskai 52, A-1201 Vienna. File 3745.

FRANCE—Sowing machine for vegetables that utilizes new advanced technique. Ms. Doris Atkind, Trade Promotion Officer, European American Bank, 10 Hanover Sq., New York, N.Y. 10015. File 3746.

GERMANY—Steel building elements incorporating high strength and heat and noise insulating properties. Dr. Otto Becker, Robert Koch Str. 59, 6600 Saarbruecken File 3747.

GERMANY—Electrical resistance welding of sheet metal. Process involves large surface weld on sheet metal, coated or uncoated, up to 30-cm. thickness. During process, arc is activated over large field, followed by pressure, which produces homogenous fusion of layers. Dr. Otto Becker, Robert Koch Str. 59, 6600 Saarbruecken. File 3748.

GERMANY—Saw blade repair machine, designed to repair segment circular cold saw blades by riveting damaged segments through inductive calefaction. No special skill required for operating and maintaining machine. Karl-Heinz Zeller, Saegetechnik, Leipnizstr. 8, D-8706 Hoechberg. File 3749.

GERMANY—Nitroglycerin spray for angina pectoris syndrome, with trade name Nitrolinqual-Spray, offered by one of oldest German manufacturers of pharmaceuticals. G. Pohl-Boskamp, 2214 Hohenlockstedt/Holstein, Breite Str. 41 File 3750.

GERMANY—Anion-active linear swelling colloid for drilling muds and cement slurries. It is used in on- and off-shore oil drilling and in cement industry. Mr. Chandresehar, Mgr., Phrikolat, Chemische Erzeugnisse GmbH, Postfach 361, 5200 Siegburg. File 3751.

GERMANY—Aluminum carts, aluminum shipping and storage containers. W. Gmoehling, Leichtmetallwerke Wilhelm Gmoehling & Co. KG, Stadelner Hauptstr. 34, D-8510 Fuerth. File 3752.

SWITZERLAND — Chemical anti-rust compound for automotive and other industries. E.E. Hubbard, Dir., Waxoyl AG, St. Gallerring 165, 4027 Basel. File 3753.

Nigerian Entrepreneur Seeks Poultry Equipment

A Nigerian entrepreneur planning to establish a poultry raising and egg production operation needs all types of poultry equipment with the exception of coops. Product interests include feeders, water

troughs, slaughter tables, rails, pluckers, laying ramps and collection baskets. He plans to begin operations with 30,000 layers and eventually expand to 100,000 layers. U.S. firms interested in supplying such equipment are requested to send product literature and quotations to Harry Cahill, Economic/Commercial Counselor, U.S. Emb., 1 King's College Rd., P.O. Box 554, Lagos. P-78039. OPIC.

Northern Japan Offers Sales Opportunities For U.S. Building Systems, Materials

The American Consulate in Sapporo reports that U.S. exporters of high quality building systems and materials should be able to substantially increase their sales during the next few years in Northern Japan, especially Hokkaido, the largest and most important prefecture of the region.

Northern Japan has an abundance of relatively inexpensive land and benefits from central and prefectural government assistance for the housing construction industry. From 1971 to 1976, investment in housing construction in Hokkaido increased from $.6 billion to nearly $2.6 billion. In 1976, the prefectural government began a new five-year program which aims at 470,000 housing starts by 1980.

Demand for U.S. products is greatest for high quality, relatively expensive specialty items which are technically or esthetically superior to competing Japanese products. These might include prefabricated buildings (homes, garages, sheds and greenhouses), wooden doors, kitchen cabinets, wall and floor coverings, waterproof colored cement, multi-purpose resin paints, cohesives and other chemicals for concrete, roofing materials, plumbing fixtures, insulating materials, and metal fittings such as knobs, locks and hinges.

The U.S. Consulate suggests that American firms consider dealing directly with small local importers in the region, particularly those based in Sapporo or Sendai. The Consulate stands ready to assist all interested American businessmen with further information on market trends, sales opportunities, and marketing strategies in Northern Japan. It stages catalog shows and similar promotional events offering opportunities for companies to introduce their products and locate sales agents in the region. The Consulate is located at North 1, West 13, Chuo-ku, Sapporo; telephone, 011-221-5121. Interested firms may also contact their nearest Department of Commerce District Office for information on the Agent/Distributor Service which identifies several prospective foreign representatives for a fee of $25. P-78024.

Direct Sales

The following trade opportunities are based on reports received from the U.S. Foreign Service—Department of State by the Trade Opportunities Program, Room 2323, U.S. Department of Commerce, Washington, D.C. 20230. The commodities in which foreign firms have interest indicated by codes 0111-1799 and 4011-8999 are based on the Standard Industrial Classification Manual, 1972; codes 20 through 39 come from Numerical List of Manufactured Products (New 1972 SIC Basis), MC72-1, 2. Codes beginning with 99 are from the TOP coding system.

U.S. firms should be aware that the listing in Commerce America *of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the Department of Commerce pursuant to the Department's Export Administration Regulations. Applicable export licensing regulations must be followed.*

Every effort is made to include only traders with good reputations. However, the Department cannot be responsible for any trade relations.

WTDR indicates that a World Traders Data Report on this specific firm is available at $15 from the Export Information Division, Room 1033, U.S. Department of Commerce, Washington, D.C. 20230. A WTDR is a trade profile which contains commercial information including financial references, on an individual foreign firm. Orders must include complete name and address of the subject firm and be accompanied by payment. Further information concerning WTDRs and request forms are available at each Commerce District Office.

Agricultural chemicals

2873100-3200-4200, 2819000—INDIA — Indian Mineral & Chemical Industries (IMCI), local firm dealing in fertilizer, chemicals, & minerals, announced that govt-owned Mineral & Metals Trading Corp. (MMIC) is likely to import between Jan. & June 1978 at least 100,000 tons ammonium sulfate, 100,000 tons urea with 46 percent nitrogen content; 50,000 tons diammonium phosphate; 20,000 tons sulfur. IMCI wishes represent interested U.S. suppliers of fertilizers & invites offers in order to submit bids to MMIC. More global tenders expected to be issued by MMIC shortly. Interested suppliers of fertilizers & chemicals contact V. N. Bhardqaj, Div. Mgr. (Fertilizer), MMTC, below address directly, or may find it useful to contact & send offer to P. Nandi, Indian Minerals & Chemical Industries, 16 India Exchange Place, Calcutta 700001. Contact Mineral & Metals Trade Corp. of India Ltd., Express Bldg., 9 & 10 Bahadur Shah Zaffar Marg, New Delhi.

2879471—TANZANIA—Supply of different types of rodenticides. Bid docs. specify types available from Dept. of Commerce, TOP, Rm. 2321, Washington, D.C. 20230, 202-377-2251. Submit bids to—Secretary, Central Tender Board, P.O. Box 49, Dar Es Salaam. Refer to bid no. 47 1977/78. Bid deadline March 17.

Iron, steel foundries

3321500-700, 3494300-500, 9917203—YUGOSLAVIA—Suppliers with at least 5 yrs. experience in production & delivery equip. & material for gas lines, who are able to provide guarantee from well-known bank, invited to bid on following tenders for Batajnica-Zvornik-Sarajevo gasoline, 265 km long, tender no. 1 for pipe ($800); tender no. 2 for valves ($100); tender no. 3 for flanges, insulation & fittings ($100); tender no. 4 for coating & wrapping material ($200); tender no. 5 for launching & receiving ibraps ($200). Tender docs. must be obtained from below address after payment of amounts given above to their account with Privredna Banka Sarajevo, Sarajevo Branch Off., no. 10102-620-16-3096-829. Give full name & address of payer & no. tender for which payment made. Obtain bid docs. from—Ing. F. Mustovic, Dir. Gen., Sarajevo Gas, S. Vajnera-Cice 2, 71000 Sarajevo, Yugoslavia. Refer to bid no. 05-35-67/78. Bid deadline April 13.

Nonferrous metals, rolled & drawn

3357470—SINGAPORE—Supply est. 325,000 meters (various dia.) paper or woodpulp insulated unit twin telephone cables mfrd. according to Telecoms specs., with cable core completely covered with laminated aluminum foil moisture barrier & sheathed with black polyethylene compound according to BPO specs. CW 1179 & 132. Tender docs. & specs. available, upon payment of S $2,000 (approx. U.S. $850) tender deposit to Telecommunication Authority of Singapore, from Mohamed Ariff, Mgr., Purchasing Dept., Telecommunication Auth. of Singapore, 4th Fl. Plaza Singapura, 68 Orchard Rd., Singapore 9. Refer to no. PT/5/78(X). Bid deadline April 14.

Engines, turbines

3511141, 3612238, 3621231, 3536200, 9918-102 — YUGOSLAVIA — A) hydroelectric power plant Salakovac—tender for delivery hydromechanical equip. & penstocks; tender for delivery 3 kaplan turbines (hk-42 m; q-180 cu. meters); tender for 3 synchronous generators (75 mva; 13; 8 plus/minus 7.5% kv cos phi-0.9); tender for 3 block transformers (75 mva, 242/13, 8kv, yd5, uk-11.5%). B) hydroelectric power plant Grabovica—tender for delivery hydromechanical equip. & penstocks—tender for 2 kaplan turbines (hk-34 m-q-190 cu. meters); tender for 2 synchronous generators (64 mva; 10.5 plus/minus 5% kv; cos phi-0.9); tender for 2 block transformers (64 mva; 242/10; 5 kv; yd5; uk-11.5%); tender for delivery high voltage 220 kv equip. Tenders can be obtained from Hidroelektrane NA Neretvi, Alekse Santica 106-A, 79000 Mostar, Yugoslavia, upon presentation of proof of payment of $300 for each tender. Payment should be made to account of Hidroelektrane NA Neretvi, Mostar, No. 11800-620-16-7100-000-3140, at Privredna Banka, Mostar, with notification "For HE Salakovac" or "For HE Grabovica". Payments nonreturnable. Bids for both power plants to be submitted according to conditions in book 2 of tender docs., within following deadlines — for hydromechanical equip. & penstocks by April 10; turbines by April 12; generators by April 14; transformers by April 17; high voltage equip. by April 19. Obtain info. from—Ref.—253/DZM/J, Feroelektros, Marsala Tita 48, PP 140, 71001 Sarajevo, Yugoslavia, Refer to bid no. S-5176 (SL 62/77).

Construction machinery

3531921, 3541800, 3621311, 3662311-29, 3743115-200-313—SURINAM — Following items for railroad under construction. Part 1—locomotives—diesel electro locomotives with cap. appr. 1,500 kw (4 or 5 locomotives); diesel loco motor, with cap. appro.

40 kwm. Part 2—freight cars—open cars suitable for transportation bauxite ore with loading cap. 75 tons ea., 120 cars, tank cars for transportation diesel fuel, 4 cars; closed cars, 2 cars. Part 3—passenger trains—2 light weight diesel trains comprised of 1 locomotive & couches seating 160; 3 alternative cars seating 80, max. speed 115 km/hr. Part 4—safety—central operated safety equip. for single track railroad. Part 5—communication—radio communication system for traffic management & communications between stations. Part 6 — railroad maintenance — trolley cars for inspection & maintenance force, tools & handtools; equip. for clearing ditches & spraying herbicides. Part 7 — equip. maintenance — workshop equip., fork lifts, cranes, heavy duty trucks, earth-moving equip., motor cars, railway installations. Part 8—backup systems—electric distribution systems, emergency generators installations for diesel fuel, cooling water & sand. Part 9—rolling stock heavy repair equip.—cranes, "retracking apparatus". Part 10 — loading & unloading — electric shunting equip. 75 kw (2) rotating unloading installations for ore carriers with gross weight 100 tons (complete). Cooperation of local contractors should be seriously considered. Financing to be determined. Total est. value project $20 million. Applications for pre-qualification should be forwarded to below address, giving following details—name of co., date of establishment; country in which co. is established or registered; official address; item(s) of interest; clear indication of item(s) of interest for which prequalification sought; details similar projects previously undertaken, & references. Executing capacity—draft & production cap. After selection, prequalifying companies will be informed & invited to participate in tender at which time specs. will be forwarded. Non-qualifying companies will be so notified. Submit prequal. info. to—Ministerie Van Opbouw, Republiek Suriname, P/A N.V. Grassalco, P.O. Box 1893, Paramaribo. Bid deadline March 31.

3537123-283—TUNISIA — STIA soliciting proposals for 5 yr. renewable licensing contract to provide parts & attachments (not produced locally) & to give tech. assistance & collaboration for assembling & mfg. frame cabin trucks. STIA plans to assemble 1,008 trucks/yr. as follows—152 trucks 2 tons loading cap., 152 of 3 tons, 200 of 5 tons, 52 of 8 tons, 100 of 10 tons, 200 of 12 tons, 152 of 15 tons. Figures subject to modification according to Tunisia's annual needs. Offers should incl. for ea. item prices in Tunisian dinars (1 TD=$2.41) & all necessary info. on spare parts & assembling methods. 30 days guarantee deposit equal to 1% total offer value required. Selected bidder will be informed within 120 days bid deadline & should sign contract with STIA within following 60 days, and provide final guarantee equal to 5% total value projected 1 yr. supply. Final guarantee renewable every year. Bidders required give following info on their firms—total production during last 5 yrs., & if any, name & address of agent in Tunisia. Delivery in several lots will be according to schedule set by STIA. Following items requested—general body, diesel engine, clutch transmission, direction, suspension, brakes, tires, cabin, lighting & signalling (according to Tunisian standards), along with catalogs describing them. STIA will provide all assistance needed to help with assembling & to handle all problems that can be met locally. Bidder expected to give guarantee on all items provided by firm & to avoid delays in delivery. Tender docs. in French available from Societe Tunisienne D'Industrie Automobile (STIA), 19 Rue De Turquie, Tunis. Bid deadline March 30. Tel. 256 233; telex 12001 TN.

Metalworking equipment

3541415—INDIA—Two roll grinding machines for tandem mills & skin pass roll mills of cold rolling mill complex. Grinding machines should be capable grinding forged steel work rolls weighing 5 tons & 10 tons without & with chocks, respectively. Dia. of roll—max. 600 mm; center distance—max. 4,500 mm; neck dia. rolls—170 to 500 mm to be accommodated on steady rests; speed of grinding wheel—400 to 1,000 rpm; infeed speed of grinding head—40 to 3,000 mm/min. Interested U.S. firms procure tender docs. directly from below address on payment of RS 30 ($3.66) prior to submitting offers. Bid deadline May 31. Obtain tender docs. from —Dy. Chief Engineer (Contracts), Bokaro Steel Ltd., Bokaro Steel City, Dist. Dhanbad (Bihar), India. Refer to bid no. CND/9.10.01—Contract Dept.

Transportation equipment

3549411—ISRAEL—Automotive equip. for vocational/technical school. Potential sales est. over $50,000. Financed with IBRD Special Fund asst. Tender docs. may be obtained against payment by bank order or check for $30 made out to Ministry of Labor & Social Affairs, from Nissan Limor, Project Dir., Ministry of Labor & Social Affairs, Industrial Development Project, Vocational/Technical Training, P.O.B. 915, Jerusalem. Refer to bid no. 12.02/T. Bid deadline March 31.

Special industrial machinery

3551358—INDONESIA — N.V. Tambi & P.T. Pagilaran (limited liability private companies in central Java) jointly invite written sealed bids from mfr/suppliers in member countries of World Bank & Switz., either directly or through their Indonesian reps., for supplying black tea processing equip. Financed under IDA credit no. 400-IND. Tender docs. obtainable for rupiah 10,000 (approx. $24.10) from Directorate Gen. of Estates, Smallholder & Pvt. Estate Tea Project, Project Mgt. Unit, 377, Jalan Ir.H. Juanda, Bandung, W. Java, Indonesia. Refer to bid no. PVT/F/1-IDA400-Ind. Bid deadline March 13.

3559111—ISRAEL—Israel Chemicals Ltd., (govt. controlled holding co. of most of Israel's large chemical firms) planning 5-year expansion program involving total investment of about $230 million. ICL has adequate cash flow & does not need direct foreign equity investment. Wants joint ventures & licensing agreements for access to markets & to new technologies. Mfrs. of equip. for use in plants listed below should also contact ICL. 5-year expansion program incl.—construction plant for production 30,000 mt titanium dioxide at cost of $25 million. ICL intends to reactivate its Timna copper mines near Eilat. Reopening could be justified by making use of waste from new sulphate route titanium dioxide plant. Combined copper-titanium dioxide plant can be justified even at present low prices for both products; plant for production phosphoric fertilizers 120,000 mt based on phosphoric acid available in 1980 from new phosphoric acid plant (120,000 mt p2 05) in Mishor Rotem now under construction. Project incl. TSP, DAP & PK fertilizers & involves $20 million investment; production 30,000 mt phosphate salts based on available know-how at cost of $10 million. Plant will be based on purified acid available in Arad to produce phosphate salts for food processing industry. ICL interested in joint venture to sell through ICL marketing channels in Europe; plant for production new phosphate feed additives for animals (urea phosphate, MCP & magnesium phosphate) valued at $15 million. Production will be based on available raw materials & original know-how to produce 70,000 mt in addition to existing cap. 80,000 mt DFP & DCP; mfr. 50,000 mt high purity grades magnesium oxide for refractories bricks & other special industrial uses at cost of $8 million. This is addition to present production of 35,000 mt high purity MGO at Periclase plant, based on concentrated brines from dead sea; expansion project to increase potassium sulphate at dead sea works to 100,000 mt at cost of $10 million. ICL doing extensive research on water recycling; plans to market complete system for treatment of sewage & industrial waste water. While above projects are still in early planning state, it is recommended that interested firms start making contacts with ICL. Contact—J. Shalit, Asst. Mng. Dir., Israel Chemicals Ltd., 123 Hachashmonaim St., P.O.B. 7164, Tel Aviv.

Service industry machinery

3582018-21-22-26-27-28 — TANZANIA — Three washing machines fully automatic or manual size 40" x 90" 230 lbs./load. Two hydro-extractor, dia. of basket 18" x 48" 2260 lbs./load/w—452 lbs./load. Electric hoist with monorail time. One flat ironer with 3 roller working pressure—100 lbs. p.s.i. Two drying tumblers size 36" x 30" cap. 40 lbs. Three 54 general purpose presses with air compressor unit. One steam boiler, cap. 15 bars. Morogoro situated 180 km. w. Dar Es Salaam & can easily be reached by either train or road. Successful bidder will also be required to install machinery & guarantee its smooth running for at least 6 mo. Interested bidders should study specs. carefully before sending quotations. Obtain specs. from—Secretary, Regional Tender Board, P.O. Box 285, Morogoro, Tanzania. Bid deadline March 30.

Electrical industrial apparatus

3612200-3100—MALAYSIA—Supply, erection & commissioning of switchgear & transformers as described below. Contract 1—275 & 132 kv switchgear. Contract 2—mainhead A: 18 units 33 kv indoor metal enclosed switchgear, mainhead B: 18 units 11 kv indoor metal enclosed switchgear. Contract 4—mainhead A: 7 units 275/132 kv 180 mva auto-transformer, mainhead B: 5 units 132/33 kv 45 mva transformer; 4 units 33/11 kv 15 mfa transformer; 5 units 33kv/415v neutral earthing transformer. In case of contracts 2 & 4 tenderers may submit offers for either or both mainheads. Tenderers will be invited to offer financing terms in respect of offshore expenditure as alternative to purchasers' financing. Brief description of extent of work & gen. conditions pertaining can be obtained from Dept. Commerce, Rm. 2321, Wash., D.C. 20230, tel. 202-377-2251. Application should quote ref. LJHW/3793/1, 2 or 4. Sets of 3 tender docs. for each contract must be obtained from address below

on payment by check for 30 pounds in favor of Preece, Cardew & Rider. Contact Preece, Cardew & Rider, Paston House, 165-167 Preston Rd., Brighton BN1 6AF, Sussex, United Kingdom. Refer to ref. LJHW/3793/1, 2 or 4. Bid deadline May 1.

3612202—AUSTRALIA — Design, mfr., shop test, supply, deliver, erect, site test, commission, & maintain two 300 mva 16-5/300 kv generator transformers & two 20 mva 16-5/7-1 kv unit transformers. Financed by Queensland govt. Specs. & plans available for A$20 deposit, refundable upon submission of tender or return of doc., from—I. Wilson, Secretary, Qld. Electricity Generating Board, 62-80 Ann St., Brisbane, 4000, Australia. Refer to bid no. 22/22. Bid deadline March 15.

3621400—GREECE—Design, mfg., supply, transport, erect, set in operation & test equip. intended for Sfikia hydroelectric project. Three 114/108 mw pump turbines & governors & auxiliary equip.; three 117/114 mva generator-motors with transformers & electrical equip. Financed from PPCS budget. Specs., terms & drawing available at 8,000 drachmas per set from Public Power Corp. (PPC), Purchasing Dept., 55 Stournari St., Athens 102, Greece. Refer to bid no. SH-3. Bid deadline April 25.

3621445—PAKISTAN — One emergency diesel generating set, 500-kw, 3-phase, 50 cycles, to be used for 220-kv sub-station being erected at Multan under 500 kv transmission line project. Generating set is part of WAPDA needs for construction 336 miles 500-kv transmission line project costing $113.8 million, of which $50 million covered by IBRD loan. Bidders from World Bank member countries can participate. Tender docs. available for $50 per set from Chief Engineer, 500-KV, D & G Dept. (Power), Water & Power Development Authority, G-44 WAPDA House, Shahrah-E-Quaid-E-Azam, Lahore, Pakistan. Refer to DOC 941-12. Bid deadline April 29.

Radio, television receiving sets

3651202—AFGHANISTAN — 1,000 tv receivers, tv standard ccir—B system (625 lines—50 fields 25 frame), channel bandwidth 7 mhz color system pal, frequency range vhf band 3 (170-216 mhz), selected channel for Kabul TV transmitting station, channel 5, 174-181 mhz (video carrier 175,25 mhz), sound carrier 180,75 mhz, power supply ac 220 v plus 10% 50 hz. Afghanistan's TV project implemented with Japanese aid. Financed from general revenue. Write to—Technical President, Radio Television of Afghanistan, Ansari Wat, Kabul, Afghanistan. Bid deadline not specified.

Communications equipment

3661250—SINGAPORE—Supply & delivery 200 (receive only) electronic teleprinters. Specs. available from Dept. Commerce, TOP, Rm. 2321, Wash., D.C. 20230, Tel. 202-377-2251. Tenderer must submit production model fully equipped with all options if possible, together with operating/tech./maintenance manuals. If working production model not available, advance proto-type with full specs. & operating/tech./maintenance manuals must be submitted by closing date, otherwise offer could be disqualified. Tenderers to be responsible to set up & operate machine for evaluation. Delivery schedule should be 50 units 1st delivery & subsequently 10 units per mo.. Tender docs. available upon payment of S$1,000 (approx. US$440) deposit in form of crossed check made out in favor of Telecommunication Authority of Singapore. Bid deadline March 31. Obtain bid docs. from—D. Ting, Head, Purchasing, Radio & Transmission Dept., Telecommunication Auth. of Singapore, Plaza Singapura, 4th Fl., 68 Orchard Rd., Singapore 9. Refer to tender no. PT/2/78(Y).

3662310, 3613000, 3644000, 3651551, 3662147 — YUGOSLAVIA — Intercom system consisting 200 units capable being increased to 500 units. Bedside signaling equip. for calling nurse for 320 beds in 8 depts. with possibility expanding system to 620 beds in 16 depts. Wireless paging device with coder for 380 calls—frequency 40680 hmz. Pneumatic message delivery system with 20 stations. Device for calling patients from waiting rooms. Timing switchboard for connection to 24v with 3 line modules, 1 signaling programmed measuring & alarming module. Device for central control of energy & other equip. in bldg. Protective electric current switches 30ms 30 ma, 25a, 40a & 63a. Remote impulse switches 10a & 16a. Automatic 2 pole & 3 pole circuit breakers. Control insulations. Bid should also incl. terms for cash payment, fixed price, credit terms, clause on foreign exchange rate, period bid validity & tech. data. In addition, required are prospectus, guaranteed servicing, guarantees, means securing supply spare parts for period 10 yrs. & delivery deadline. Value equip. over $100,000. Tech. explanations on individual equip. available by phone or cable at Eng. Ciril Peterlin, Lease Engineering, Beethovnova 11, 61000 Ljubliana, Yugoslavia; Telex YU 31-559; tel. 061 23-250. Obtain bid docs. from—Joze Vahcic, Kovinotehna, Kovinotehna Mariborska 7, 63000 Celje, Yugoslavia. Refer to—S1. List SFRY no. 61. Bid deadline March 30.

Motor vehicles, equipment

3711228-37-45—THAILAND — One 20-ton cap. tractor truck, diesel water-cooled engine with min. net 189 bhp & min. net torque 430 lb./ft.; 1 tractor truck with semi-trailer, 40 ton cap., engine diesel & water-cooled type, gross combination weight 115,000 lbs.; 1 tractor truck, 12 ton cap., engine diesel & water-cooled type, gross combination weight 115,000 lbs.; 1 tractor truck, 12 ton cap., engine gasoline water-cooled type with min. net 180 bhp & min. net torque 300 lb./ft.; 1 pole setting truck, water-cooled diesel engine with min. net 120 bhp & min. net torque 270 lb./ft.; 1 forklift truck, lifting cap. 7,000 lbs. at 24 in. load center, diesel water-cooled engine, min. displacement 200 cubic in.; 1 passenger van, gasoline engine with min. 73 bhp & min. torque of 86 lb./ft. Financed by loan from Asian Dev. Bank. Tender docs. for sale at $7.50 per set from Purchases & Stores Dept., Metropolitan Electricity Authority, 121 Chakpetch St., Bangkok 2, Thailand. Refer to bid no. ADB-MEA-329, Bid deadline April 5.

3711321, 3662100—COLOMBIA—Fire control equip. to be purchased by Colombian Administrative Dept. of Civil Aeronautics (DAAC). Estimated investment US$4.2 million. Equip. to be distributed in 6 major Colombian airports—Bogota, Cali, Medellin, Barranquilla, Cartagena & Bucaramanga. Financing will be provided by World Bank & suppliers. Equip. includes —3 aircraft rescue vehicles, cap. 4,000 gals. (15,300 liters) water & 515 gals. (2,000 liters) afff (watery fire-fighting foam), & pumping cap. 2,500 g.p.m. 14 fire fighting & aircraft rescue vehicles, cap. 1,500 gals. water & 180 gals. afff & pumping cap. 1,200 g.p.m. at 240 p.s.i. Seven 4-wheel drive vehicles, with integral system containing pressurized tank for 100 gals. soft water & 500 lbs. chemical dust. Mobile vhf (am) equip. to be installed in all vehicles. Basically, equip. shall incl. vhf-am transceiver, control panel with microphone, loudspeaker, rod antenna & all accessories for installation & operation at frequencies of 118.1 mhz-to-121.9 mhz. Tender docs. must be obtained from address below prior to submitting offers. Cost is Colombian pesos 3,000 (approx. US$79.00). All firms must be pre-registered with DAAC & must be represented by local agent. Obtain bid docs. from—Departamento Administrativo De Aeronautica Civil (DAAC), Oficina Juridica No. 413, Aeropuerto Eldorado, Bogota, Colombia. Bid deadline April 3.

3713298, 3531878-84—THAILAND—8 cabs & chassis for service truck, dual tire, gasoline engine with min. net 110 bhp & min. net torque 190 lb.-ft.; 1 cab & chasis for flat bed truck, gasoline engine with min. net 120 bhp & min. net torque 235 lb.-ft.; one 20,000 lb. winch, single drum with extended shaft to left, controlled from truck cab, with free running drum & automatic safety brake, winch drum having cap. 600 ft. of ½ in. dia. wire rope & furnished with 300 ft. of ½ in. dia. performed wire rope with eye & detachable quick hook; 1 safe power take off assembly to provide 2 speed forward & 1 speed reverse; 1 universal sheave & overhanging socket; 1 pintle hook, heavy duty; one 8 in. capstan & pin; 1 cab & chassis for hydraulic derrick lift truck, 13,000 lbs., diesel water-cooled engine with min. net 110 bhp & min. net torque 220 lb.-ft., — 4 cabs & chassis for hydraulic derrick lift trucks, gasoline water-cooled engine with min. net 150 bhp & min. net torque 220 lb.-ft.; 8 fully rotating hydraulic derrick lifts, capable handling 13,000 lbs. load at radius 4 ft. from center-line of rotation at any position; 1 lorry mounted crane consisting of 3-part hinged-type boom, hydraulically operated without winch & wire rope, hoist cap. at min. outreach 4,800 kg., & at 3.40 meter outreach, 2,650 kg., & at 5.00 meter outreach, 1,800 kg.; 1 mobile self propelled crane, cap. handling 20,000 lbs. Load at radius 12 ft. from centerline of rotation at any position, min. boom angle 70 degrees; 1 mobile self propelled crane, cap. handling 28,000 lbs. load at radius 10 ft. from centerline of rotation in any direction, min. boom angle 70 degrees; 3 cabs & chassis for ladder truck, gasoline water cooled engine with min. net 110 bhp & min. net torque 190 lb.-ft., overall length 200-225 in.; nine 1-ton pick-up trucks; two 2-ton pick-up trucks; 10 panel vans, gasoline water-cooled engine with min. 62 bhp & min. torque 70 lb.-ft., min. payload 1,450 lbs.; 18 panel vans, gasoline water-cooled engine with piston displacement of 1,090-1,300 cc., min. payload 500 kg.; 5 cabs & chassis for cargo trucks, gasoline water-cooled engine, min. carrier payload 11,000 lbs.; 1 dump truck, 4-6 cubic yd. cap.; 1 loader backhoe, min. lifting cap. to full height 2,000 kg., min. digging depth 4,500 mm. Financed by loan from Asian Dev. Bank. Tender docs. for sale at $10 per set from Purchases & Stores Dept., Metropolitan Electricity Authority (MEA), 121 Chakpetch St., Bangkok 2, Thailand. Refer to bid no. ADB-MEA-328. Bid deadline March 27.

Railroad equipment

3743239—IRAN—Hopper cars for transport of stones & gravel, 1000 units; specs 750-850 liter cap., 600 mm axle, 1 m width, 1.85 m length, 1.25 m height, 5 mm sheet iron construction. Companies wishing to bid on these cars submit following with notarized statement of bidders legal personality & principal officers: refundable bank guarantee for RLS 3 million ($43,600); signed copies of tender docs.; signed copy of contract form. Tender docs. & forms available from Supply Div. Secretariat, National Iranian Steel Corp., P.O. Box 12-1664, Tehran, Iran. Cable STEEL CORP., TEHRAN. Tel. 661875-9.

Laboratory, scientific instruments

3811100-200, 3823000-4200-5200-9200-9400, 3832100—ISRAEL—Lab. & scientific instruments for teaching purpose at high school & tech. schools. Mechanical sets—statics; mechanics with air track; Newton's law universal gravitation; demonstration law of conservation of energy; radial & centrifugal force; Foucault's pendulum; accelerated rotary motion; gen. lab. equip. & accessories; black body source; coefficient of expansion liquids (for teaching). Testing equip.—generation of transverse waves—experimental model; torsion apparatus for studying waves; ripple tank with accessories; sound waves; ultrasonic waves; microwave systems (educational); fluid meters—Archimedes' principle; surface tension; streamline in liquids. Heat transfer equip. & related instrumentation for measuring linear expansion solids; coefficient of expansion liquids; mechanical equivalent heat. Aeronautical, nautical, & navigational instruments & automatic pilots for training programs. Equip. related to gases & thermodynamics; for teaching change gas pressure at v-const.; thermal expansion gas at p-const.; thermodynamic cycle; Boyle's law; critical temp. determination. Equip. related to electricity & magnetism for teaching electric field strength; determination of electrons charge to mass ratio; Biot-Savart & Laplace laws; Lenz's law; magnetic field in axial direction, & other. Optics & electro-optics for classroom demonstration. Reflection of light on plane, convex, & concave mirrors; light reflection, total reflection & refraction at water surface; determination of retroactive index of glass prism as function of wavelength; spherical & chromatic abberrations, optical distortion lenses; measurements interference & diffraction; photo electricity; generation polarized light by means of Nicol prism; Faraday effect; etc. Geiger-Muller counter tube & instruments for teaching nuclear physics. Potential sales equip. & instrumentation est. over $50,000. Project financed with IBRD Special Fund asst. Tender docs. must be obtained at below address against payment by bank order or check for $30 made out to Ministry of Labor & Social Affairs prior to submitting offers. Obtain bid docs. from—Nissan Limor, Project Dir., Ministry of Labor & Social Affairs, Industrial Dev. Project, Voc./Tech. Training, P.O. Box 915, Jerusalem. Refer to bid no. 21.01.T. Bid deadline March 17.

Measuring & controlling devices

3825100—THAILAND—50,000 watt-hour meters, single phase, 2 wire, 220 v.a.c., 50hz., 15 ampere (normal current rating), 5 ampere cap. to carry 15 ampere continuously single element, suitable for metering load supplied from 2-wire, 220 v. secondary mains with 1 main grounded; 13,000 watt-hour meters similar to preceding item but 15 (45) ampere; 120,000 terminal adapters for use with above items; 3,000 watt-hour meters, single phase, 2-wire, 220 v.a.c., 50 hz., single-element for metering loads supplied from 2 wire, 220v. secondary main with 1 main grounded, 30(100) a.; 300 watt-hour meters similar to preceding item but 50(150) a., 2,500 watt-hour meters & watt-hour demand meters, 3-phase, 4-wire, 220/380 v.a.c., 50hz., 2½ or 3 element meter for metering unbalanced 3-phase load supplied from 240/416 v. wye-connected transformer bank with neutral point grounded, 15 (45) a. Financed by loan from Asian Dev. Bank (ADB). Tender docs. for sale at $11 per set from Purchases & Stores Dept., Metropolitan Electricity Authority (MEA), 121 Chakpetch St., Bangkok 2, Thailand. Refer to bid no. ADB-MEA-337. Bid deadline March 22.

3825135—THAILAND—1,200 watthour meters & watthour demand meters, 3-phase, 4-wire, 220/380 v., a.c., 50 hz., 2½ or 3 element meter for metering unbalanced 3-phase load supplied from 240/416 v. wye-connected transformer bank with neutral point grounded 30 (100)a.; 500 watthour meters & watthour demand meters similar to preceding item but 50 (150)a.; 500 watthour meters & watthour demand meters similar to preceding item but 2.5 (10)a.; 60 varhour demand meters, 3-phase, 4-wire, 220/380 v., a.c. 50 hz., 2½ or 3 element meter for metering unbalanced 3-phase loads supplied from 240/416 v., 4-wire secondary network, or from 240/416 v., wye-connected transformer bank with neutral point grounded, 50 (150)a.; 60 varhour demand meters similar to preceding item but 2.5 (10)a.; 100 varhour demand meters, 3-phase, 3-wire, 120 v., a.c., 50 hz., 2-element meter for metering unbalanced 3-phase loads supplied from 3-wire closed delta connected 12 kv or 69 kv feeder via potential transformers secondary output rating 120 v., & current transformers secondary output rating 5 ampere, 2.5 (10)a. Meters shall have provision for padlock seal in at least 2 points at meter cover & 2 points at terminal cover, dia. of wire hasp is 1.4 mm. Financed by loan from Asian Dev. Bank. Tender docs. for sale at $5 per set from Purchases & Stores Dept., Metropolitan Electricity Auth. (MEA), 121 Chakpetch St., Bangkok 2. Refer to bid no. ADB-MEA-338. Bid deadline April 10.

Optical instruments, lenses

3832100—INDIA— (Approx. value $232,000)—uv visible & infrared spectrophotometers; chromatographic instruments for gas; radio tracer equip., etc. for installation at university campus under IDA-financed education project. Interested U.S. firms procure tender docs. directly from below address on payment of RS 50 ($5.89). Refer to bid package no. 15-AAU/IDA/PROC/77-78/P-26. Obtain bid docs. from—Procurement Officer, Assam Agricultural University, Government of Assam, Johart 13, Assam. Bid deadline April 30.

Surgical, med., dental instruments

3841000—URUGUAY—One computerized medical scanner for body & head examination. Bid must incl. c.i.f. Montevideo prices & interested parties must enter bids through local rep. Obtain specs from—Washington Curbelo, Mgr., Hospital De Clinicas, Dr. Manuel Quintela, Servicio De Adquisiciones, Av. Italia S/N, Montevideo, Uruguay. Refer to bid no. 2.236. Bid deadline April 4.

Photographic equipment, supplies

3861179—INDIA—One automatic electrically operated film (35 mm) processing & developing tank, complete with control accessories. Buyer proposes to buy above equip. for use in meteorological laboratory. RMC provides weather warning services to local users such as Naval Dept., aviation, shipping, railways, & Agriculture Dept. Reply to—D. V. Subramaniam, Meteorologist, Regional Meteorological Center (RMC), Cyclone Warning Radar Div., Colaba, Bombay 400 005, India. No bid deadline stated.

Construction

9910102—QATAR—Abdul Hameed Al-Ansari's firm is interested in sponsoring U.S. major firms which could do turnkey refinery for Qatari Gov. According to Ansari, new refinery project has been approved in annex to recently announced govt. budget for fiscal year 1978. Ansari prefers immediate contacts with firms having experience in geographical area in refinery construction & equip. Contact—Abdul Hameed Al-Ansari, Dir. Gen., Al-Ansari Est., P.O. Box 145, Doha, Qatar. Telex 4302 DH; tel. 22399.

9911201, 2599021, 3469000, 3662241, 3693000, 3841000-42000—ECUADOR—Director, Hospitals Div., Ecuadorean Institute of Sanitary Works, has announced that Ministry of Health will announce U.S.$11 million public tender during 3rd quarter 1978 for turn-key contract to construct & equip 220-bed hospital in Ibarra. U.S. firms interested in project advised seek association with Ecuadorean firm. Those wishing to sell medical equip. at later date to prime contractor must also have local representation. Write—Ecuadorean Institute of Sanitary Works (IEOS), Quito.

9913204—YUGOSLAVIA—Wine cellar turnkey project for processing 15,000 tons grapes annually. Project should be completed by Aug. 1, 1980. IBRD participating in financing. Tender docs. must be obtained through payment of $170 into foreign exchange acct. of "Agrokombinat 13 Juli, Titograd" No. 20100-620-37-7100-000-5, located at head office of Investiciona Banka Titograd. Obtain further info from—Vinoprodukt Cemovsko Polje, Tuski Put 10, 81000 Titograd, Yugoslavia. Tel. (081) 23183 & 22332; telex 61165 YU AGRO. Bid deadline May 15.

9913302-3—ALGERIA—Construction 3 integrated turnkey plants (product in hand), manufacturing: lot 1) 6,000,000 pullovers/yr. at Arris; lot 2) 19,000,000 prs. socks & gloves/yr. at Djemaa; lot 3) 17,000,000 underclothes/yr. at El Qued; lot 4) stitch raws, 21 million sq. meters cap., at Biska. All in eastern Algeria. Tender docs. in French for each lot cost 100 da ($25.07). Partial offer acceptable. Offer & all corres. must be in French; all specs. metric. Obtain bid docs. from—Direction Engineering, SONITEX, B.P. 17, Dar El Beida, Algiers. Bid deadline March 15.

9915102—TUNISIA—Societe Nationale D'Exploitation et de Distribution des Eaux (SONEDE), state co. responsible for drinking water exploitation & distribution

in Tunisia, will issue soon intl. preselection notice for construction of dam at Mornaguia, about 12 miles sw. Tunis. Engineering studies have been prepared by Coyne et Beller of Paris. Dam reservoir water holding cap. 13 million cubic meters for Tunis drinking water supply. Project partly financed by Kuwaiti Dev. Fund. Firms interested in establishing eligibility to bid on subject project must complete questionnaire providing tech. & financial references. Obtain questionnaire from—SONEDE, 3 Rue Nehru, Montfleury, Tunis. Telex SONEDE 12262 TN; tel. 249 700.

9915103 — EL SALVADOR — ANDA has given some thought to solar powered desalinization water plant to meet El Salvador's demand for water in distant future (1990 & beyond). ANDA N. Zone project has been divided into 4 stages, first 3 exploiting underground water, & last taking water directly from Lempa River. Contact Ing. Guillermo Amaya Deleon, Gerente Tacnico (ANDA), Edificio Comercial Pacifico, 9A. Avenida Sur No. 214, San Salvador, El Salvador.

9915106—NIGERIA — For Mada river project-phase I, in connection with Doma irrigation scheme, irrigation systems materials & tender docs. invited from mfrs. for following—contract no. LBR/0036/12—design, mfg. & supervise installation pipes, valves & fittings. Total 74 cm pipes, asbestos-cement or concrete or other acceptable materials, ranging in size from 100 mm to 110 mm designed to withstand working pressures 500 kpa & hydrostatic test pressures 1050kpa. Butterfly, pressure release automatic air release valves. Delivery equip. c.i.f. clients' storeyard at site. Supervision installation of equip. Contract no. LBR/0036/13—design. mfg. & supervise installation hydrants, pipe laterals, sprinklers, & accessories for irrigation sprinkler system. Approx. 80 km lateral movable pipes (aluminum or other), 75mm dia. hydrants (100 to 200mm dia.). Sprinklers fitted with 6mm nozzles. 1 meter stand pipes & stabilizing battens. Accessories necessary for proper functioning system such as couplings, bends, reducers, filters, pressure regulators, end caps, jointing compound, etc. Delivery equip. c.i.f. clients' storeyard at site. Supervision installation equip. Tenderers must be mfrs. or consortia of mfrs. items described above & should have previous experience in design & mrf. equip. having characteristics described. Full details mfrs' experience & their tech. & financial competence must be forwarded with application to address below with copy to B. Adeka, Gen. Mgr., Lower Benue River Basin Development Authority, C/O Shawmont Nigeria Ltd., 19A Awolowo Rd., P.O. Box 7106, Lagos, Nigeria. Tender docs. will be issued by Shawmont Ltd., Montreal. Applications for tender docs. must be accompanied by documentation fee of $100 per contract in form of intl. bank draft or money order & made payable to Lower Benue River Basin Development Authority. Bid dates indicated for ea. contract in tender docs. Refer to tender for Mada River Project-Phase I. Submit applications to—Project Mgr., Mada River Project, Shawmont Ltd., P.O. Box 6080, Station A., Montreal, Canada, H3C 3Z8.

9915199 — TUNISIA — Supply 25,500 km pipes & installation of pipes & fittings, within 15 mo. following delivery. Construction 5 pumping stations & modification of existing one; equip. of these stations with electric pumps, pipes, measuring instruments, etc. Work will take place in southern suburbs Tunis, part of cleansing program for both st. run-off water & water from sanitary system for greater Tunis. Partly financed by IBRD & Saudi Dev. Fund. Only IBRD member countries & Switzerland allowed to bid. Tender docs. & specs. available for 30 Tunisian dinars (TD-U.S. $2.42) from Office Natl. De L'Assainissemen (ONAS), 8 Rue Du S Negal, Tunis. Telex ONASTU 12080 tn. Bid deadline March 17.

9916400—PAPUA NEW GUINEA—Preregistration only for project of reconstruction & resealing 112 km road & construction 14 bridges. Tender docs. will be mailed at least 60 days before bid deadline. PNG regulations require incorporation in PNG or registration as foreign company prior to bid deadline. Financed with ADB loan. Estimated value U.S. $17 million. Refer to Highlands Highway Erap River to Kasam Pass. Cable—Asst. Secretary Engineering, Dept. Works & Supply, P.O. Box 1108, Boroko, Papua New Guinea. Registration deadline March 31.

9916400—MALAYSIA—Minister of Works & Utilities announced that 73-mile, Changkat Jering-Ipoh-Kampar-Bidor Highway will be 1st of 6 road schemes (est. to cost U.S. $425.5 million) to be constructed by private sector. This is to take place under scheme where highway developers would undertake design & construction of projects & then would be allowed to collect toll from highway users to recover costs within stipulated period at rate fixed or authorized by govt. Minister said that prequalification of consortium for Changkat Jering-Ipoh-Kampar-Bidor project expected in March. Other projects under package deal are 112-mile Alor Star-Changkat Jering Highway; 106-mile Seremban-Air Hitam Highway (consortia for both to be prequalified in August); 37-mile Klang Valley Expressway; 52-mile Air Hitam-Kulai-Tampoi Highway (consortia for both to be prequalified in October); 47-mile Tanjung Malim-Kuala Lumpur Highway (consortium to be prequalified in 1979). Minister said under package deal, consortium could consist of local firms or joint venture between local & foreign firms. Foreign firms interested in bidding for projects required to have at least 30 percent local participation. Contact—Dir. Gen. Public Works, Public Works Dept., Jalan Tun Ismail, Kuala Lumpur.

9918201 — MALAYSIA — Tenders invited for mfr., supply, testing, packing, delivery, erection, commissioning & maintenance for 12 mo. of about 130 km of 275 kv duplex 300 mm sq. acsr double-circuit 3-phase transmission line between Kuala Lumpur (N.) & Kampong Awah. Line will be on lattice steel structures & will have 2 earthwires. Modifications will be required at Kuala Lumpur (N.), Kuala Lumpur (S.), & Papan substations. Tenderers will be invited to offer financing terms or to accept cash terms in respect of offshore expenditure. Obtain tender docs. on payment of 30 pounds by check drawn in favor of Preece, Cardew & Rider, from Preece, Cardew & Rider, Paston House, 165-167 Preston Road, Brighton BN1 6AF, Sussex, U.K. Refer to WX/3793/3. Bid deadline April 3.

Business consultancy & services

9922299—BANGLADESH — Applications invited for consulting services for balancing, modernization & reconstruction Chittagong Steel Mills Ltd., Chittagong. Engineering consulting firms capable of undertaking projects under Asian Dev. Bank & World Bank & specialized in steel making technology to conduct feasibility studies should contact BSEC, at below address ASAP. Cable STEELENG DACCA. Contact—Gen. Mgr. (Planning), Bangladesh Steel & Engineering Corp. (BSEC), Shilpa Chaban (4th floor), Motijheel Commercial Area, Dacca-2, Bangladesh. Refer to bid no. PL/CSM/0002(8)-1132.

Representations

Foreign private firms are interested in agency agreements and/or distributorships for these products.

Broad woven fabric mills, cotton

2211200-10-20 — AUSTRALIA — Cotton sheeting, unbleached construction, 48/44 20/20's ECC yarn count 100 in.-110 in. Newly estab. importer & distrib. Interested in above products for distrib. in Australia. Reply to—Raven Enterprises, P.O. Box 160, Brunswick, Vic. 3056 Australia.

Outerwear

2335129-5229-9357-9359, 2329241-46 — SWEDEN — Women's, misses', juniors', men's & boys' disposable swimsuits, woven, made in tyvek material. Co. intends to buy about 90,000 units. Wishes import swimsuits with either ready-made motifs or without motifs in order to print motifs under license. Small company, estab. 1973, 8 employees. Turnover reportedly skr 900,000. Sales area—Sweden (75 percent), Norway (20 percent), & Denmark (5 percent). According to local credit sources, financially sound & has met obligations promptly. Reply to — Anders Elamsson, Mgr., Badbyzkungen, Kristallvagen 73, S-126 41 Hagersten, Sweden. Tel. 08/18 88 71 or 20 97 03.

Plastic manufactures

2392047—BELGIUM—Plastic table mats. Mfr. of plexiglass furniture & gift items. Also importer of modern gift items. Represents number of German & French firms in this field. Medium sized firm selling in Benelux. Reply to—Marcel Siebens, Mgr., Sico P.V.B.A., Amerikalei 148, 2000 Antwerp, Belgium. Tel. 031/37 04 66.

Kitchenware

2499583, 3231633—UNITED KINGDOM—Wooden & glass tableware & kitchenware. Imports, distributes gifts, glassware & woodware, etc. Seeks new U.S. lines to complement present ranges which incl. glassware by Libby (Owens-Illinois); leatherware, brassware, candles & woodware from Denmark. Ref.—Lloyd Bank Ltd., 1 West St., Horsham, Sussex. Reply to—R. I. Cake, Cake & Sons, Mill House, Nightingale Rd., Horsham, Sussex RH12 2NW, U.K. Cable CAKE HORSHAM; Tel. 0403-61748; Telex 87636 DANSK G.

Chemical products

2899498—THAILAND—Gelatin capsules, empty, edible, colors, all sizes, for pharmaceutical specialties. Requests c.i.f. Bangkok prices, samples. Monthly requirement 300,000 to 500,000 capsules. Reply to—Nibondh Chiowvej, Sales Mgr., Products

Supply Co., Ltd., 189 Asoke Rd., Bangkok. Tel 3915883, 3917429.

Fabricated rubber products

3069858—FRANCE—Skindiving clothing. Firm estab. 1936. Employs 700. Mfr. sporting & athletic safety equip.; inflatable dinghies for safety use. Annual sales volume 80 million francs (before taxes). Excl. rep. for U.S. firm American Safety. Bank reference—Banque Worms, Credit Lyonnais. Reply to—Pierre Barbleu, Mgr., Angeviniere S.A., 63 Avenue De Villiers, 75017 Paris. Phone 227-0094; telex 290995 F.

Metal stampings

3462921-43—WEST GERMANY—Carbon steel forgings up to max. of 2 kilos in weight; stainless steel forgings up to max. of 2 kilos in weight. Quote offers c.i.f. Bremen or Antwerp for lots of 10 to 50 thousand units. Estab. 1887. Employs 180. annual turnover DM 15 million. Financial ref.—Deutsche Bank AG, Bonn-Bad Godesberg. Reply by fastest means to—Herr Franz Blanke, Blanke Armaturen KG, Koenigswinterer Str. 80, 5300 Bonn-Bad Godesberg, Germany. Tel. 2221-342044; telex 0885473.

Fabricated metal products

3496977—DOMINICAN REPUBLIC—Paper clips. Estab. 1923; paid in capital $18,000; employs 5. Has good experience in business of importing pharmaceuticals & office supplies. Co. ref.—Dennision Intl. Co., C/O Carter's Ink Div., 300 Howard St., Framingham, Mass. 01701; Becton, Dickinson & Co., S.A., Intl. Div., Rutherford, N.J. 07070. Reply to—Camilo F. Leslie Lluberes, Pres./Gen. Admin., C. C. Leslie, C. Por A., Apartado No. 662, Santo Domingo, Dominican Republic. Tel. 682;3636; cable LESLIE.

3496998 — SWITZERLAND — Key rings. Reputable importer & distrib., highly specialized in sale of novelties, promotional & advertising articles, jackets & caps with signs & inscriptions, & car stickers. Bank ref.—Swiss Bank Corp., Bern. Reply to—Juerg Siegrist, Mgr., Siegrist, Aarwangenstrasse 57, 4900 Langentaal, Switzerland. Tel. 063/22 77 88; telex 68760.

Household appliances

3634137-57, 3634213—WEST GERMANY—Electric fans, except industrial type, desk & wall bracket, oscillating & non-oscillating (all sizes). Also, men's electric razors & dry shavers. Founded Dec. 1977. Firm's mother co. is located in Tehran, Iran. Products are for reexport to Iran. No credit rating info. available at this time. Reply to—Reza Tavassoli, Tavassoli, Bellalliancestrasse 56, 2 Hamburg 19, Germany. Tel. 040-439 63 92.

Electrical machinery, equip., supplies

3679032-9 — BELGIUM — Switches & thumb wheels. Large importer (35 employees) of electronic components, wishes to represent U.S. producers. Reply to—Philippe Van Peteghem, Sales Mgr., Techmation, 8 Quai Des Usines, 1020 Brussels. Tel. 02/241 65 73; telex 25361.

3692079-80—SWEDEN—20 thousand lithium batteries. Length—51.5 plus or minus 0.5; dia.—14.3 plus or minus 0.5; nominal voltage 2.8v; rated capacity—1.2 ah at plus 24 degrees c & 24 ma; storage—minus 20 degrees c to plus 80 degrees c min. 5 years; operating range—plus 0 degrees c to plus 70 degrees c; package—hermetic sealed, low rate insulated manage machine soldering. Medium-sized agent/distrib. with annual turnover approx. skr 20 million ($1=skr 4.70). Specializes in electronic components & related products & represents several Japanese & W. German mfrs. 24 employees, 6 or which salesmen. Has good reputation, financially sound & has met payments promptly. Highly recommended trade contact. Reply to—S. B. Carlsson, Scapro, Box 15034, S-161 15 Bromma, Sweden. Cable SCAPROCOMP; telex 17376 SCAPRO; tel. 08/26 25 10.

3823090 — WEST GERMANY — Torque testing units, electronically operated. Firm is mfr. & distrib. of similar products & seeks to expand product line. Primary customers located in chemical, petroleum & steel industries. Maintains own warehouse facilities & sells throughout world. Estab. 1972, employs 10, annual sales dm 3 million. Bank Ref—Commerzbank AG, Bonn. Reply by fastest means to—Herr Theissen, Mgr., Dymax, Rheinallee 25B, 5300 Bonn-Bad Godesberg, Germany. Tel. 02221/365031; Telex 885713.

3823091—SWITZERLAND—Signal & data transducers, transmitters & interfacing systems. Estab. co. with extensive sales & servicing organization. Specialized in industrial equip., process controls & electronic security systems. Bank Ref. — Schwyzer Kantonalbank, 8832 Wollerau. Reply to—Gerhard W. Schenk, Vorwerk International AG, Haupstrasse 19, 8832 Wollerau, Switzerland. Tel. 01/784 69 11; telex 75682.

3829254—WEST GERMANY—Transmitters producing standardized electric or pneumatic analog transmission signals. Terms of delivery & payment to be negotiated. Estab. 1970 is wholly-owned subsidiary of Max-Planck-Gesellschaft, West Germany's most prestigious scientific research institute. Finances are sound. Excellent business partner. Reply to—Helmut Woerner, Garching Instrumente GmbH, Leonrodstrasse 19, 8000 Muenchen 19 Germany. Tel. 089/193026.

Surgical, med., dental instruments

3842361—CANADA—First aid equipment. Young firm, has grown rapidly recently by providing support services to companies engaged in arctic & northern exploration. Wishes to purchase new equip. for its own uses in addition to stocking items in Calgary to sell to other firms. Reply to—John Kemp, Dir., Arctic Exploration Services, 717-630-8 Ave. S.W., Calgary, Alberta, Canada, T2P 1G6. Tel. 403-263-2200; cable FRONTIER CALGARY.

Photographic equipment

3861198—FRANCE—Diving cameras (for consumer use). Firm estab. 1936. Employs 700. Mfr. sporting & athletic safety equip.; inflatable dinghies for safety use. Annual sales volume 80 million francs (before taxes). Excl. rep. for U.S. firm American Safety. Bank reference—Banque Worms, Credit Lyonnais. Reply to—Pierre Barbleu, Mgr., Angeviniere S.A., 63 Avenue De Villiers, 75017 Paris. Phone 227-0094; telex 290995 F.

Miscellaneous manufacturing industries

3999611 — WEST GERMANY — Furs, dressed & dyed, for shoe industry, incl. sheep skins. Terms of delivery & payment to be negotiated. Kroher, a sales agent, has been selling leather & furs to shoe industry since 1951. He is said to make good profits. Financial position said to be sound & obligations met promptly. Suitable business partner. Reply to—August Kroher, Flotowstrasse 30, 8000 Muenchen 21, Germany. Tel. 089/563116.

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Future Construction Abroad

ARGENTINA — Gas del Estado, govt's natural gas co., is planning to build a **pipeline** from Centenario, in Neuquen province, through San Rafael, in Mendoza province, to the Rosario area, in Santa Fe province. Main line will be approx. 1,200 km long, and, with branches and subsidiary lines, project calls for laying of over 2,000 km of pipe. As it now stands, 30-inch pipe will be used for entire length of mainline. Pipe will be made locally by SIAT, a gov't controlled co., using imported steel plate. Gov't is seeking World Bank financing. Total cost estimated at U.S.$450 million. Imported portion of total will be approx. U.S.$150 million, represented principally by compressors. Number of compressors and total horsepower needed not yet known, and will depend on volume of gas from new discoveries mentioned above that will be pumped through pipeline. Officials estimate that pipeline will come on stream by 1981-82. For further information contact: Ing. Antonio T. A. Barbato, Gas del Estado, Alsina 1169, Buenos Aires, tel. 38-8486.

ARGENTINA—Federal Government and Governments of Provinces of Buenos Aires, Rio Negro, and La Pampa announce completion of feasibility study for joint utilization of resources of Rio Colorado. Study calls for construction of a **dam** at a place called "Casa de Piedra," southwest of City of Santa Rosa, Province of La Pampa. Dam will have approx. length of 11,000 meters, crest of 289 meters, with total volume of materials to be used approx. 16,000,000 cubic meters, reservoir capacity of 4,000 cubic hectometers, and 36,000 hectares of water surface. Complementary works include: a spillway, consisting of three gates, 11 meters wide, 9.50 meters high each; 600-meter long discharge channel; intake works—4 branches, (2 of which will feed the power plant, and 2 for irrigation purposes); access bridge; and diversion channels for irrigation (2 concrete conduits). Design stage of power plant not yet done. However, it is planned that power house have installed capacity of 60,000 KW, designed to generate 210 gwh/yr., and be equipped with two Kaplan-type vertical shaft turbines (30,000 kw each). The two main transformers to be connected to generators will feed a 132 KV transmission line. Three-phase transformers will be oil-bathed, air-cooled, outdoor type. No schedule has been established yet for start-up of project. Estimated that project will be completed and operational five years from date of initiation. Companies interested in further details communicate directly with: Sr. Presidente del Comite Dir., del Proyecto Casa de Piedra, Ing. Raul C. Barres, Av. San Martin 437, Santa Rosa, La Pampa, Argentina.

Visiting Buyers & Officials

INDIA—D. D. Gupta of New Delhi will visit the United States to acquire technology for the design and construction of a plant for the manufacture of **ethylene diamine from industrial alcohol.** He plans to diversify production in alcohol-based industries and to reduce India's need to import this chemical by manufacturing 2,000 tons of ethylene diamine per year under license in India. This chemical is the third stage of the production process following ethylene and ethylene dichloride. Buyer represents Sakthi Sugars Ltd., a leading Indian sugar producer capable of milling more than a million tons of sugarcane per year. Firm has distillery producing 13,500 kilolitres of industrial alcohol per year from sugarcane molasses. American firms interested in contacting this buyer may mail expression of interest to Bill Corfitzen, Room 2322, U.S. Department of Commerce, Washington, D.C. 20230; 202-377-2068.

SWITZERLAND — H. Brehm of Zurich wants to visit medium-size manufacturers of quality **heat pumps.** He is representing companies in Switzerland and possibly other European countries. For further information contact Theresa E. Rettig, Room 2322, U.S. Department of Commerce, Washington, D.C. 20230; telephone 202-377-3265.

SWEDEN—Goran Stensgard, Stockholm, is interested in U.S. suppliers of, and information about, **advanced energy saving devices.** He plans to be on the West Coast beginning the end of February. For additional information contact Theresa E. Rettig, Room 2322, U.S. Department of Commerce, Washington, D.C. 20230; 202-377-3265.

JAPAN—Yoshiv Nambu of Osaka is interested in meeting U.S. manufacturers of **lamp stands, lamp shades and towels.** He tentatively plans to be in the U.S. in February; prefers to visit southwestern U.S. but might be willing to travel elsewhere. Contact Theresa E. Rettig, Room 2322, U.S. Department of Commerce, Washington, D.C. 20230; 202-377-3265.

BELGIUM—Brussels firm is seeking manufacturers of **self-adhesive tape** which can be stuck on x-ray cassettes and which is impervious to x-rays. Firm manufactures/imports/distributes large range of self-adhesive tapes and labeling devices for industry and medical use, and states Belgian market is open to this highly specialized x-ray proof tape. Firm is only interested in that quality and not in similar products. For additional information contact Jane Puse, Foreign Buyer Program, U.S. Department of Commerce, Room 2322, Washington, D.C. 20230; 202-377-3265.

AUSTRALIA—Firm wishes to purchase low priced and flexible **plastic bag containers** for packaging wine in 4 or 5 liter packs for distribution to smaller wineries. Initial annual turnover estimated at around $10,000. For further information contact Jane Puse, Room 2322, U.S. Department of Commerce, Washington, D.C. 20230; 202-377-3265.

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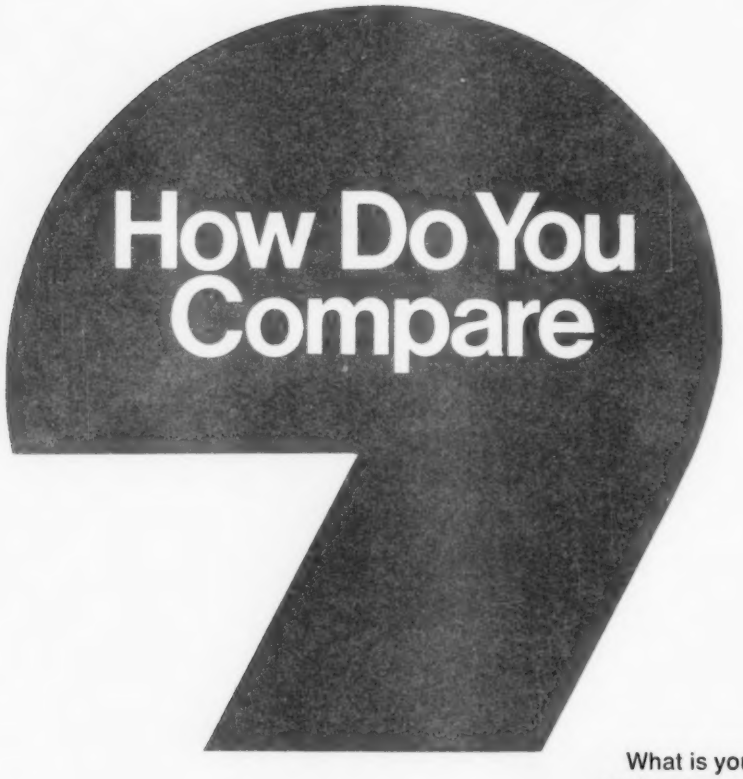

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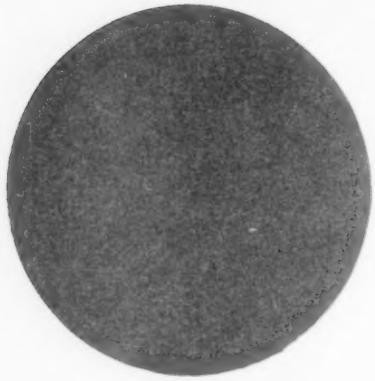

What is your trade or industry track record during the past 5 years? How does your company compare with the average in your group?

Answers to these and many other questions come from the 1977 Economic Census, now being taken by the Bureau of the Census.

These censuses are the primary source of facts about the structure and functioning of the U.S. economy and, therefore, provide information vital to both government and business. Data for 1977 are being collected by mail at this time. If you have been asked to respond to a census, please do so promptly. Cooperation will speed the pace with which this important job is completed, and make the results more useful to all.

Bureau of The Census
U.S. DEPARTMENT OF COMMERCE